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CARS · SHOP EQUIPMENT · TRUCKS · AVIATION · PARTS · ACCESSORIES · TIRES

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AUTOMOTIVE LABOR GAINS STEADILY

Marmon Puts Factory Guarantee of One Year, Or 12,000 Miles, on Car

This New Warranty for the Consumer Replaces The Usual Limit of Ninety Days; Williams Comments

INDIANAPOLIS, Ind., May 15.—After four years of concentration on the straight-eight type of motor car, the Marmon Motor Car Company announces a factory guarantee of one year or not to exceed 12,000 miles of driving, whichever shall first occur, on each of the four models which comprise the 1930 Marmon line of straight-eights.

The new guarantee, which is described in a statement by G. M. Williams, Marmon president, replaces the standard factory ninety-day warranty and is effective immediately, being extended also to all owners who have purchased 1930 Marmon cars since May 1 of this year.

In principle the guarantee covers to the original purchaser all material and workmanship in much the same manner as the ninety-day warranty, except that the period of time is one year from date of purchase of the car or is limited to 12,000 miles of actual driving, provided this mileage figure is reached before the expiration of the twelve-month period.

The models covered by the guarantee, all of which are straight eights, are the Marmon-Roosevelt, Marmon 8-69, Marmon 8-79 and Marmon big eight. In price these models cover the four important price classifications from $1,000 upward. Twenty-six body styles on four chassis lengths are included.

In announcing Marmon's new guarantee, Mr. Williams stated that the policy was established only after a careful study of the performance and durability of Marmon straight-eights in the hands of owners and the feasibility of its operation from the standpoint of the owner as well as that of the distributor, dealer and factory.

"We realize that the Marmon company is making an important departure in agreeing to guarantee the material and workmanship of

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AUTOMOTIVE SATURATION POINT FAR AHEAD, ROAD BUILDERS' HEAD DECLARES

Special from A. D. N. Washington Bureau

Washington, May 15.—W. A. Vanduzer, newly installed president of the American Road Builders Association, in an address at the annual dinner of the organization tonight, declared that the saturation point of automobile registration will not be reached for years, adding that as long as more motor cars are sold more road mileage will be needed.

"Considering the United States as owing a debt of good roads to its motorists," Mr. Vanduzer said, "it is only meeting the carrying charges and not reducing the obligation, which means continued traffic congestion."

He pointed out that automobile registration in the last twenty years has increased 8400 per cent., while improved road mileage in the same period has increased but 250 per cent. In 1909 there were 1.64 cars to each mile of improved road, whereas in 1929 there were 40 cars for each mile, he explained. Mr. Vanduzer is assistant chief engineer of the Pennsylvania department of highways.

Installation of the new president of the Pan-American division, Senor M. A. Corroalles, chief engineer of roads and bridges of Havana, was witnessed by the ministers of Panama, Guatemala and Ecuador and by members of the diplomatic staffs of Mexico, Haiti and Cuba.

MARMON PROMOTES TENNEY TO ASSISTANT TO PRESIDENT WILLIAMS

GEORGE C. TENNEY

Indianapolis, May 15.—The advancement of George C. Tenney from the position of sales manager to that of assistant to the president of the Marmon Motor Car Company is announced by G. M. Williams, Marmon president.

Mr. Tenney came to the Marmon company last August as district manager for the New England territory after having been general sales manager of the Locomobile Company of America. Shortly afterward he was made field supervisor and at the time of the New York Automobile Show was appointed sales manager, succeeding John Tainsh, who was promoted to assistant to Thomas E. Jarrard, general sales director.

Mr. Tenney, before his affiliation with Locomobile in 1925, was connected with the Daniels Motor Car Company in the capacity of assistant to the president. Mr. Tenney will take over his new duties immediately. No successor to the post of sales manager has been made, according to Mr. Jarrard.

PEERLESS HAS ALL-TIME APRIL SHIPMENT RECORD

Cleveland, May 15. — Peerless shipped approximately 700 cars in April, compared with 1,778 shipped in April last year, which constituted an all time record for the company. Shipments, however, during spring of 1929 were principally in the lower price range, whereas shipments at present are of larger and more expensive models, lower priced line having been discontinued.

Unfilled orders for Peerless on May 1 are reported as greater than at any time so far this year.

N. Y. AND CALIFORNIA LEAD AUBURN SALES

Auburn, Ind., May 15.—New York and California, with gains of 43.7 per cent. and 12.7 per cent., respectively, over the first four months of 1929, led in Auburn sales during the first four months of 1930, R. H. Faulkner, vice-president of Auburn Automobile Company, reported today. The increasing sales on the West coast were indicated by an increase of 13.6 per cent. during April over April last year. New York increased 2 per cent. during April over last year.

In California, San Francisco led the state in Auburn sales gains in April, with an increase of 55.5 per cent. over the same month a year ago.

LABOR DEPARTMENT MAKES SURVEY OF MOTOR CENTERS

Finds Industry Has Ridden Out the Unseasonable Spring Weather, With Indications Of Sharp Upturn in May

By FRANCIS P. DAILY

WASHINGTON, May 15.—While the employment situation generally throughout the country can not be described as satisfactory, the automotive and allied industries have ridden out the late unseasonal spring weather, with indications of improvement in operations during the rest of May..

In most instances, automobile factories were in operation in the last month, although with curtailed forces, while plants manufacturing accessories engaged additional workers.

Part-time operations prevailed in plants manufacturing tires and tubes as a result of the heavy production schedules earlier this season.

An analysis of employment conditions by the United States Employment Service of the Department of Labor today indicated that "there wil be an improvement in operations and employment in industrial plants during May and a further expansion in all outdoor work."

A light increase in employment occurred in the major industries in Michigan, while the situation in the Detroit district was described as satisfactory. Practically all plants were in operation in the last month, automobile and accessories factories increasing activity.

In Pontiac part-time schedules prevailed in a majority of the factories, while in Kalamazoo employment held steady. Industries generally in Flint operated at a slightly better rate and the employment outlook is considered much more favorable.

Practically all plants in Lansing were in operation, although many worked part time with curtailed forces.

A gradual expansion of activities in the major industries of Ohio and

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Car Sales in Wisconsin at 1929 Levels

NEW YORK, May 15.—New passenger car sales in the state of Wisconsin in the first four months of 1930 held close to the levels of the corresponding period of last year, showing a decline of less than 1 per cent., according to the complete registration returns for April received by Automotive Daily News.

For the first four months the registrations amounted to 27,304, as compared with 27,399 in the first four months of 1929, a decline of only 95 units.

For the month of April the record was not as good as for the preceding months, with registrations of 9,571, comparing with 13,780 in the corresponding month of last year, a decline of 4,209, or 30 per cent.

The April total compared with 8,903 in March, a gain of 668 cars, or 9 per cent. A leveling off of sales in Wisconsin in April, after the record-breaking business of the first quarter, had been expected and the record of the state in holding in the

(Continued on page 12)

Reeves Reports Sales Gain; Flays Busybody Tactics

HARTFORD, Conn., May 15.—"Sales reports from most parts of the country indicate improved motor markets with consequent general business gains," Alfred Reeves, general manager of the National Automobile Chamber of Commerce, stated in his address today before the automobile division of the Hartford Chamber of Commerce.

"After a pretty flat winter, summer weather is having its usual beneficial effects on this industry. April business was slightly above 1928, and May sales reports are promising. The improvement is spotty, with markets opening up in the larger cities.

"The biggest tonic for business is a good motor year. The industry employs directly and indirectly more than four and a half million persons. It buys 18 per cent. of the oil and 52 per cent. of the malleable iron. It consumes 73 per cent. of the plate glass and 58 per cent. of the upholstery leather.

"The chief worry of the motor industry is not the question of general business conditions, but rather the growing tendency to harass the motorist.

"Busy-bodies, reformers, bureaucrats, every one with an axe to grind or an experiment to foster, tries to take it out on the motorist.

"We have every sympathy with public records which aim to stop recklessness, but there is too much paper work and too little real examination with respect to getting licenses.

"There are many persons in middle life who do not wish to tell their ages because of the premium which is put on youth. The li-

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Ford Offers New 157-Inch Chassis in 1½-Ton Truck Line

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DETROIT, Mich., May 15.—To meet the demand for Ford trucks with longer chassis, the Ford Motor Company today announced the introduction of a 1½-ton truck with 157-inch wheel base. This is 25½ inches longer than the present wheel base.

The new truck is mechanically the same as the present one, the only change being a lengthening of the frame and coupling shaft.

The longer chassis is used with bodies designed to carry loads of bulky nature. It is particularly useful in hauling furniture and livestock. It is designed also for bus bodies.

One of the advantages of the longer chassis, officials of the Ford Motor Company point out, is that it provides a complete Ford unit which can be serviced entirely by Ford dealers and which carries the standard manufacturer's warranty. Heretofore frame extensions have been installed in the present chassis to obtain chassis of this length.

Automotive Labor Shows Continued Steady Gains

(Continued from Page 1)

a further increase in employment were reported from the principal cities of that state.

There was a further gain in production and employment in the iron and steel industry, metal and machine shops and automobile accessory plants, while branches of the tire and rubber factories worked full time.

Practically all plants in Akron were in operation last month, although there was a surplus of labor. Employment in Cleveland increased somewhat, automobile accessory plants reporting enlarged forces.

Reports from Columbus indicated an upward trend for labor, with all industries in operation. In Toledo several industrial plants have recalled many furloughed workers, and practically all factories are in operation.

There was a slight improvement in several manufacturing establishments in Cincinnati, although there was a surplus of skilled labor.

The following condensed reports cover all other automotive manufacturing and assembling centers of the country:—

WISCONSIN

Milwaukee—All industries were in operation; however, a majority of the plants and factories worked with reduced forces.

Janesville—There was a slight upward trend in industrial employment. An automobile assembling plant engaged additional workers.

Kenosha—All industries were reported in operation, several working part time with reduced forces.

Racine—A rubber factory resumed operations, giving employment to 250 workers. A slight upward trend occurred in practically all industrial operations.

INDIANA

Indianapolis—Employment showed a slight improvement over the previous month, although several factories operated with reduced forces.

South Bend Industrial District—There was little change in the situation.

Elkhart—While all industries were in operation, several worked with curtailed schedules.

MASSACHUSETTS

Springfield industrial district—While all plants operated, part-time prevailed in those manufacturing motorcycles and automotive equipment.

CONNECTICUT

Bridgeport—All plants operated except an automobile factory which was reported as closed.

NEW YORK

Buffalo industrial district—Production and employment in the automobile industry showed a further slight increase.

Rochester—Industrial operations were still restricted and there was little improvement in factory employment.

Syracuse—Part-time employment prevailed in practically all lines.

Yonkers industrial district—While several plants still operated below normal, there was no further decrease in employment. The automobile plants at Tarrytown reported an increase in production and employment.

NEW JERSEY

Newark industrial district—Manufacturing activity and employment showed a moderate seasonal improvement.

Trenton—Mechanical departments of the rubber mills were busy.

PENNSYLVANIA

Philadelphia industrial district—Plants manufacturing automobile bodies engaged additional lathe and milling machine workers.

Pittsburgh industrial district—A slight improvement in the employment situation generally was reported.

ILLINOIS

Chicago—Opportunities for employment in several plants showed a slight improvement.

MISSOURI

Kansas City—A seasonal increase in employment was reported. Employment among male and female factory help was better.

VIRGINIA

Norfolk—An automobile assembling plant engaged 600 additional men, and now has a total of 2,300 employees.

NORTH CAROLINA

Charlotte—The employment situation registered some improvement, with indications of still further gains in the near future.

GEORGIA

Atlanta—Local plants in most instances were in operation throughout the last month.

KENTUCKY

Louisville—Workers released from various industries were offset by gains in automobile assembling plants and other lines.

FLORIDA

Jacksonville—The recent reopening of an automobile assembling plant absorbs some of the surplus skilled workers.

TENNESSEE

Memphis—Employment increased during April, with the majority of plants working full time.

LOUISIANA

New Orleans—The supply of skilled workers appeared to be well employed.

OKLAHOMA

Oklahoma City—The majority of the plants were in operation, and the forces employed were held at a steady level.

TEXAS

Dallas—Although the majority of plants reported full-time schedules, there were some employment reductions.

Houston—All plants were running except those seasonally closed.

COLORADO

Denver—There was a satisfactory increase in industrial employment and a further upward trend is expected this month. An automobile assembling plant maintained capacity operations throughout the last month.

CALIFORNIA

San Francisco—Several plants reported capacity operations, and, while some curtailment in employment was reported, the outlook is promising for increased activity in many industrial lines.

Los Angeles—A slight improvement generally was noted in manufacturing plant operations. A large motor plant at Long Beach operated on an overtime basis.

OREGON

Portland—Unemployment was noticeably reduced as compared with the previous month.

WASHINGTON

Seattle—All manufacturing plants were in operation, with the outlook favorable for increased employment.

DIAMOND T AMONG FIRST TEN TRUCKS IN SALES

New York, May 15.—With registrations of 722 new commercial cars in the first quarter of 1930, Diamond T was among the first ten trucks for the period in volume of retail sales. For the month of March, Diamond T stood in eleventh place, its registration of 264 trucks being only one unit behind tenth place.

TYSON ROLLER BEARING PLANT GETS UNDER WAY

Massillon, O., May 15.—A staff of thirty men working in the engineering and development departments of the plant of the newly formed Tyson Roller Bearing Corporation marks the start of operations of the company. Work on the new buildings of the company is expected to get under way within the next sixty days.

At the present time engineers are busy with tests of the new bearings which are being applied to various types of machinery.

MARMON PUTS YEAR'S GUARANTEE ON CAR

(Continued from Page 1)

its automobiles for a twelve-month period or its average equivalent in actual mileage," Mr. Williams said. However, the Marmon company has been manufacturing straight-eights for some four years and we firmly believe our manufacturing, inspection and purchasing standards have reached a point where it is actually possible to know the stability and dependability of our cars in the hands of owners.

"Marmon has been manufacturing automobiles since 1902 and has been in the industrial field since 1851. This company, therefore, has a long standing and enviable reputation to uphold and the new guarantee was not decided upon until it was studied from every angle and considered from the standpoint of being a permanent part of Marmon's program and policy and not a temporary proposition."

A provision of the new Marmon warrantly is that the car will be registered at an authorized Marmon service station each thirty days during the period the guarantee is still in force. The owner thus may be advised of the condition of his car and the factory, through the distributor or dealer, may have regular knowledge of the condition of the car which it has guaranteed against defective material and workmanship.

Since 1926 approximately 65,000 Marmon straight-eights have been manufactured and the company's factory is equipped with the newest and most modern machinery for the production of straight-eights exclusively. The company's engineering department, headed by Col. Howard Marmon, one of the oldest engineering authorities in the industry, is "straight-eight" minded to the last degree and has studied and tested the eight-in-line engine of the type now used in all Marmon cars from every standpoint of performance and durability.

ADAMS PLATING REMODELS PLANT AT INDIANAPOLIS

Indianapolis, Ind., May 15.—Enlargement and remodeling of the plant of the Adams Plating Company to provide more space for increasing business and rapidly accumulating orders is now under way, according to Albert P. Kriese, production manager.

The Adams plant has been operating day and night shifts since January 1, Mr. Kriese said, work turned out in the copper, nickel and chromium plating business including about 60 per cent. automobile parts. Of this amount it was said one-third is direct with motorists who bring in their own work, while the remainder is orders from manufacturers. There is much demand from private owners from the plating of radiator shells, headlights, hub caps, bumpers and other trim parts from older model cars, Mr. Kriese said.

ALLIS-CHALMERS EMPLOYEES GROUP INSURANCE PLAN

Milwaukee, Wis., May 15.—Gen. Otto H. Falk, president of the Allis-Chalmers Manufacturing Company, has announced a group insurance plan for about 10,000 employees of the company. It is said to be the largest life insurance contract ever written in Wisconsin, involving a total of approximately $20,000,000, and was underwritten by the Metropolitan Life Insurance Company.

Reeves Reports Sales Gain; Flays Busybody Tactics

(Continued from Page 1)

censed applicant should not be required to state more than the fact that he is of age.

"Every state should have special traffic courts, but it is a gross injustice to treat the over-time parker as a common criminal.

"Another attack on the driving public is to be found in the so-called financial responsibility laws which have been enacted in many states.

"We favor such a law where financial responsibility is demanded after certain major violations, such as reckless driving, drunken driving and hit-and-run driving.

"Such a measure is much different, however, from the situation in New Jersey and Connecticut, where for twenty-five or more offenses, many of them very minor and not involving safety, the motorist can be compelled to take out insurance.

"The insurance companies are a great blessing to this country. Insurance is one of the accomplishments of modern civilization. Many doubt, however, if insurance adds to safety, in which we are most concerned. I hear strong criticism of the provision in these laws which makes the state a collector of damage judgments. It tends to bring demands for state insurance funds, to which most thinking people are opposed.

"There is a grave question about compulsory insurance as a safety measure. The reckless man who has insurance is doubly reckless. It may be desirable from the standpoint of financial protection, but until further experience should only be adopted with application to drivers guilty of being a menace to public welfare."

SPARKS from DETROIT

* * *

Big Budd Order

* * *

Briggs Directors Meet

* * *

Peed Takes to Road

* * *

Fred Kingsbury—Detroit Editor

H. A. COWARD, secretary of the Budd Wheel Company of Philadelphia and Detroit, says his organization has just received wheel contracts from two new customers, who are among the largest producers of commercial cars. This new business should amount to $4,500,000 in annual sales, he says. The increase in business is equal to 22½ per cent. of total sales in 1929, which was a record year.

* * *

AT a meeting of the Board of Directors of the Briggs Manufacturing Company the other day, Robert Pierce was elected secretary and L. A. Lark assistant secretary and treasurer. All other officers and directors were re-elected.

* * *

L. G. Peed, sales manager of the De Soto Division of the Chrysler Corporation, is on another trans-continental trip. By this time he is in California talking with dealers and boosting the new De Soto Six.

* * *

RUMORS have been flying around for the past few days regarding a new sixteen-cylinder automobile, which will be announced some time in the late summer or early fall months. For the benefit of those who hear these rumors we would say that the new motor car is not a Detroit product, although the name is old and favorably known in automobile annals. Possibly there may be another announcement in addition to the above, but if so we have not heard anything about it.

Talk of new eights and twelves and sixteens has been keeping us busy for the last month endeavoring to run down these rumors.

* * *

WE ran across a well known retail automobile salesman the other day who has been especially successful in Detroit, and he remarked that competition was certainly becoming keen this year.

As this salesman has been most successful in house-to-house work we were immediately interested and asked him what he meant. Here's his answer in his own words:

"There was a time when I could go out on house-to-house work and only meet brush and sewing machine salesmen. Frequently we would exchange confidences, helping each other. All that is changed, however, this year. Usually when I manage to get into a house or office these days, I find there stepping along in high gear, some oil-burner or iceless-refrigerator salesman. I tell you it sure makes the work of selling automobiles more difficult, especially in office-to-office and house-to-house work."

* * *

Henry Ford is still interested in the old-fashioned dances. The other night he was a spectator while the youngsters in one of the Dearborn schools went out on the floor and competed for prizes in the Schottische, Quadrille, Polka, etc. He also exchanged reminiscences with several old schoolmates who were seated nearby.

* * *

M. L. PULCHER, motor truck manufacturer for the past twenty years, says that the taxes being placed on motor trucks by the various state legislatures are becoming almost unbearable. Something is going to be done about it in the very near future, as several organizations are taking this matter up in a very serious way.

* * *

"Bill" Moffatt of Campbell Ewald, Advertising Counsel, says that the offices in Detroit are very colorful this Spring, but that most of the color is on the faces and necks of the men in the offices. They are getting their annual sunburn early in the season on the golf courses.

* * *

THE trek to Canada is beginning this year from two to three weeks earlier than usual. Large numbers of Detroiters, who have summer cottages in the Dominion are moving into them. Most of these cottages are only a thirty-minute to an hour ride from the offices of the owners.

A. G. SPAULDING TO ACQUIRE STEVENS-DURYEA FACTORY

Springfield, Mass., May 15.—The old Stevens-Duryea plant at Williamanset is to be taken over by the A. G. Spaulding Company. Negotiations are almost complete in the deal and the sale price is said to be close to $500,000. Operations were discontinued at the Stevens-Duryea works nine years ago. It is ideally located on the main line of the Boston & Albany road and there are 34 acres of land with the buildings.

CLASSIFIED ADVERTISEMENTS IN THE AUTOMOTIVE DAILY NEWS BRING RESULTS

How One Dealer Solved Used-Car Problem

Ashly Chevrolet Co., Aberdeen, Wash., Says First Step Is Shrewd Evaluation And Second Convincing Car Owner of Its Fairness; Expects to Sell 1,000 Used Cars in 1930.

By VERNON L. O'REILLY

THE big sales problem of the automobile dealer today, is the marketing of the unused car. On every hand, the dealers are asking: "What shall we do with our trade-ins?" The problem is as universal and as pressing as the question of what to do with used safety razor blades.

Used cars are necessary. They must be accepted as trade-ins to make a market for new cars, and to stimulate sales so that the dealer may not lag behind his quota of new car sales. The prospect with a used car, will not buy a new one unless some disposal is made of his old car. He comes to the dealer with every confidence that the latter is going to make him a handsome allowance, and he is right so many times that the bankruptcy courts are full of automobile dealers.

A used car never reaches the point where it has no trade-in value, in it's owner's estimination. It is as though he had a "good will" interest, of which he were disposing, as is the case with the public service business.

The handling of the used car problem will make or break the automobile dealer, in the opinion of Leonard Cormier, sales manager of the Ashby Chevrolet Company of Aberdeen, Wash.

* * *

FIRST of all, the shrewd evaluation of the unused transportation in a used car and the ability to tactfully convince the prospect of the fairness of this evaluation, are requisites of a successful solution of the used car problem. It is this matter of judgment alone upon which the dealer depends for protection against loss in meeting the public's price for its used cars, and against loss in slow turnover of undesirable "jobs." The biggest bugaboo of the used car buyer is the picking of a "lemon" on a trade-in. If the trade-in is absolutely unsaleable, it ties up investment capital forever, destroying the profit on the new car sale, running up a bill for reconditioning and another for insurance and property tax. With the margin of new cars no more than it is, a very few blunders in trade-in evaluation completely eliminate the years' profits.

But the trade-in does not have to be entirely unsaleable to still bring about disaster. Let it but be a slow mover, or let it be bought at a price above that at which it can be profitably reconditioned and quickly marketed, and the result will be much the same. As it stands on the sales floor month after month, it is eating up its profit in taxes, insurance and interest on the investment. It is better that such a car be underpriced and moved immediately than that it be held to draw interest and insurance deficits only to be eventually marketed at a loss anyway.

* * *

QUICK moving, then, is another requisite in the successful solving of the used car problem. How does one go about that?

The public, thinks Mr. Cormier, fixes the price of the used car nowadays. The buyer is just as shrewd as the salesman, if not shrewder, as far as the question of price is concerned. He keeps in close touch with the market through the daily newspapers, through careful shopping when he gets ready to buy, and through contact with individuals who have cars to sell. In many instances, he comes into the sales room armed with the knowledge of several real bargains of which the salesman knows nothing. His idea of price is fixed by the lowest quotation on a car of any given model. It takes careful salesmanship to convince him that, of two cars of the same make, built in the same year, one contains 50 per cent. more unused transportation than the other and is, therefore, more of a bargain at 25 per cent. higher price. Only by pushing this idea can the dealer put it over to his buying public.

This the Ashby Chevrolet Company has done.

* * *

GOING on the theory that the unused transportation in a used car is what is bought and sold, Ashby's have concentrated on this phase of their marketing problem. They have reduced their "dead-head" list to as low a point as possible. No longer will they take a used car at any price to make a sale of a new car. They deal exclusively in actual values, paying their prospects a fair price for the trade-in and reselling full value to the used car buyer.

The public of Grays Harbor territory have come to realize the fairness of this method and are responding heartily. Answering the first intensive advertising drive of the Ashby Chevrolet Company, used car buyers took fifty-four cars off the sales floor in twenty-five days. During the ensuing month they bought seventy more. Mr. Cormier estimates that the Aberdeen Ashby Chevrolet Company will sell 1,000 used cars a year under the unused transportation plan, and there will be no question of loss on them either.

In advertising its plan, the Ashby Company has used three vehicles—the daily newspapers, handbills and display. The newspaper advertising attracted wide general notice. The handbills drove home the immediacy of the sales campaign. The display drew the individual buyer and fixed interest on the Ashby bargains.

By running a list of "specials" in the newspapers, Ashby invites price comparisons that are to its advantage. A full page ad in a March issue of the Aberdeen Daily World featured bargains that met or undersold general competition. Using this for a leader, it is given the opportunity to employ approved salesmanship upon the individual prospect to put across its unused transportation idea. That the plan has been successful is indicated by the sales figures quoted above.

The third and final requisite in handling the used car problem is the meeting of seasonal demands of used car buyers. If a used car has any value other than its unused transportation, it is its demand value according to the season.

* * *

BROADLY speaking, open cars are better sales prospects in the summer than in the winter. Let the dealer take cognizance of this fact, then, and be more liberal in his buying of the open "job" at that season so he will be able to meet all demands for that type of car. Half the sales resistance of a prospect is overcome when he is introduced to exactly the type of conveyance which he wishes to buy.

Different localities will show different peculiarities, of course. The alert dealer will study the idiosyncrasies of his territory's seasonal demands and will provide against them shrewdly. Such provision will improve his used car sales.

To safeguard the used car trade, then, let the dealer observe these fundamental rules carefully:

1. Appraise shrewdly the unused transportation in a used car.
2. Buy and sell strictly on a basis of this unused transportation.
3. Meet the seasonal demands for peculiar types of unused transportation, anticipating these demands in the trade-ins given preference as to price and readiness of acceptance.

DEALER DOINGS

Springfield, Mass., May 15.—Williams Motor Sales Company, distributor of Dodge cars in this territory, opened a branch salesroom for new and used cars at 593 Main St. Besides the Dodge line, the Plymouth will be shown, and a wide variety of used cars. S. D. Dobbin is in charge.

Lincoln, Neb., May 15.—The DuTeau Chevrolet Company, 1801 O St., is opening a used car lot at 16th and P Streets. Art Owens, formerly of the Murphy Motors Company, is in charge of the staff of four men who will conduct the used car sales. The new used car location will be kept open at night, while forty or fifty cars will be kept on the lot all the time. It is fenced and equipped with lights and an office.

Camden, N. J., May 15.—George A. Nelson and George Sheetz, who have been in the automobile business in south Jersey for many years, are now located in their new showroom at Crescent Boulevard and Haddon Avenue, Collingswood, where they are carrying a complete line of Ford cars and trucks and parts. Arthur S. Roche has been appointed sales manager.

Des Moines, Ia., May 15.—R. S. McComb, formerly of the Capitol Motors, has taken over the Des Moines Ford dealership from that concern, and will operate as the McComb Motor Company with sales, service and used car departments at 515 East Grand Ave. Mr. McComb is in direct charge of the business.

Pittsburgh, Pa., May 15.—Formal opening of the Beckman Motor Company in Mt. Oliver is being held this week, according to an announcement by Charles W. Beckman, president of the firm. The newly organized company is distributing agent for the Ford and their new building houses complete sales and service departments.

Evansville, Ind., May 15.—Plans are announced by Charles W. Bowles, Durant dealer, for building expansion of his company, Lincoln Avenue near Morton Avenue. The work to be begun during the summer will enlarge the present establishment to 75 feet wide by 140 feet deep. The enlarged car display room, 40 feet deep by 75 feet front, will provide for showing of ten cars.

Deans of the Dealer World

HEREWITH the first of a series of brief biographies of automobile dealers in the various cities, who have devoted most years to automotive selling. Other biographies will run every so often, in other words, whenever we catch a Dean. —The Editor.

ARCHIE EUGENE HUGHES

SELLING the same line of cars for twenty-five consecutive years in Philadelphia, easily makes Archie Eugene Hughes, president of the Foss-Hughes Company, Pierce-Arrow distributors, both the pioneer and the dean of automobile dealers in his city.

It was in September, 1905, that Mr. Hughes came to Philadelphia from the Providence, R. I., branch of the Pope Mfg. Company, to associate himself with Harry W. Knights, Boston banker and financier, and W. J. Foss, in starting the Pierce-Arrow agency in the Quaker City. Mr. Knights was president, Mr. Hughes vice president and Mr. Foss secretary and treasurer. The original name of the concern, a Massachusetts corporation, was the Foss-Hughes Motor Car Co., but later papers were taken out in Pennsylvania, forming the Foss-Hughes Co., which name covers the Philadelphia business. However, the original Massachusetts corporation still exists.

The first quarters of the company were at the northeast corner of Broad and Race Streets, the Foss-Hughes Company transacting business there until 1910. The company then leased the large building at Market and 21st Streets, comprising its present location, and eventually purchased the property.

John H. Fassitt, the present secretary and treasurer of the company, joined the organization a year after its formation and in 1908 bought an interest in the business. Mr. Foss retired therefrom in 1915 to become vice-president and sales manager for the Pierce-Arrow Motor Car Company factory organization at Buffalo, N. Y. Mr. Hughes succeeded Mr. Knights as president of the Foss-Hughes Company.

Although Mr. Hughes is 58 years old, so fit does he keep himself through his sports hobbies of golfing, hunting and fishing that he could easily be taken for a man in his early forties. He plays golf daily, is a member of a long list of country clubs and hunting and fishing organizations and owns some notably fine bird dogs.

Mr. Hughes is also interested in trapshooting and was a member of the old Philadelphia trapshooting team that contested against the celebrated New York team. However, his interest in sports is no new development that has come with the success of his maturer years. In his earlier days he was a bicycle racer of note; football captain and coach; athletic and track team captain; has played semi-professional baseball, ice hockey and roller polo and was an organizer of one of the first bicycle polo teams. His interest in cycling caused him to enter the bicycle business in the early nineties, in his home town of Syracuse, N. Y., afterwards becoming a member of the famous Stearns racing team. From cycling his business interests shifted quite naturally to automobiles, associating himself early in the Twentieth Century with the Pope Manufacturing Company at Toledo, O., where he worked in shops, learning automobile maintenance. Later he became a traveling representative for the Pope Company and was eventually transferred to Providence.

During the World War, Mr. Hughes recruited a crew for facilitating production in Philadelphia mills and was a member of the Special Investigation Bureau that worked in conjunction with the Secret Service.

HERBERT ELECTED HEAD OF PHILADELPHIA A. T. A.

Philadelphia, May 15.—The board of directors of the Philadelphia Automobile Trade Association, at a meeting held on Monday, elected the following officers of the association for the ensuing year: Walter G. Herbert, Herbert Bros., president; Guy A. Willey, Guy A. Willey Motor Company, vice-president Paul I. Harper, Harper & Harper, secretary, and J. E. Gomery, Gomery-Schwartz Motor Company, treasurer.

CUMULATIVE NEW PASSENGER CAR REGISTRATION STATISTICS, APRIL, 1930

Returns for today: Wisconsin

States	Auburn	Austin	Black Hawk	Buick	Cadillac	Chevrolet	Chrysler	Cord	DeSoto	Dodge	Durant	Elcar	Essex	Ford	Franklin	Gardner	Graham	Hudson	Hupmobile	Jordan	La Salle	Lincoln
Illinois	95		4	791	102	4601	499	29	374	575	111		790	9164	95	39	273	243	275	4	140	83
N. Dakota	1			25		732	43		31	49	26		38	1019	1	1	15	9	2		3	
Wisconsin	32			293	14	2402	175	7	107	215	110		257	3756	20	9	105	125	47	1	16	11
Totals	128		4	1109	116	7735	717	36	512	839	247		1085	13939	116	49	393	377	324	5	159	94
Ill., '29	276		13	1148	205	5329	702		553	870	252	40	1866	7421	51	30	728	652	411	15	260	94
N. D., '29	6			84		1159	66		50	123	65		142	1920			45	30	11			1
Wis., '29	32		2	448	10	3081	168		165	339	157	5	990	4143	17	6	179	250	50	7	25	3
Totals, '29	314	*	15	1680	215	9569	936	*	768	1332	474	45	2998	13484	68	36	952	932	472	22	285	98

***Not in production at that time.**

States	Marmon	Marquette	Nash	Oakland	Oldsmobile	Packard	Peerless	Pierce-Arrow	Plymouth	Pontiac	Reo	Studebaker	Stutz	Viking	Whippet	Willys	Willys-Knight	Windsor	Miscellaneous	Totals
Illinois	105	90	448	191	574	209	69	37	412	860	102	444	10	37	137	270	90	27	16	22,415
N. Dakota	18	7	46	16	40				66	79	2	44	1		67	52	12		1	2,446
Wisconsin	21	64	262	126	229	32	7	14	179	380	27	210		9	94	162	37		16	9,571
Totals	144	161	756	333	843	241	76	51	657	1319	131	698	11	46	298	484	139	27	33	34,433
Ill., '29	211		1396	406	842	521	76	50	581	1850	144	879	25	2	1398		253	20	195	29,765
N. D., '29	19		142	42	106	9		1	128	244	6	67			365		69		17	4,917
Wis., '29	50		580	138	389	52	19	14	298	780	32	267	6		884		138		56	13,780
Totals, '29	280	*	2118	586	1337	582	95	65	1007	2874	182	1213	31	2	2647	*	460	20	268	48,462

Automotive Daily News

"Of, By and For the Entire Automotive Industry"

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FRIDAY, MAY 16, 1930

ADVERTISING AND BUSINESS HEADQUARTERS

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Mail subscriptions to CIRCULATION DEPARTMENT—C. H. Wilson, Manager.

1926 Broadway, New York, N. Y. Telephone TRA falgar 4500
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The Truck Business Is a Good Business

NOW that we have complete sales figures for the first quarter of 1930, we have specific information on which to base a few flattering remarks on the commercial vehicle branch of the automotive industry.

In a period of sales hesitation the commercial vehicle business has gone steadily forward. During the first three months domestic sales reached 104,408 units, which compares with 108,767 units for the same period of 1929, which in all business was an abnormally high quarter. In other words during a time of readjustment and temporary depression, the truck industry has gone right along in its stride, building and selling its normal production to American business.

Economists of all degrees have pointed out that 1930 production and sales figures should not be compared with those of 1929, because of the unusual character of that year. The only fair comparison is with similar figures for 1928 and even 1927, or with averages for a five-year period. Regardless of what figures we select, the truck sales statistics for the first quarter make a truly remarkable showing. Against the 104,308 domestic sales, noted above, we find 1928 with a total of 58,711 for the similar period and 1927 another big year, with 89,535. If we take the figures for the three years, 1927, 1928 and 1929 and average them, we find this year's first quarter exceeding them by 18,637 commercial units.

To us the reflection is inevitable that with a record for actual sales like this, in such a period as we have been going through, the motor truck business is a pretty good business to get into, for any wideawake dealer. The market is there, showing a steady increase over a period of years. And there is no reason why any dealer who has made a success of selling passenger cars cannot do an equally good job in the commercial vehicle field.

The Spring Uplift

LAST week The Automotive Daily News asked its correspondents in key cities throughout the East and Middle West to report on sales conditions during the previous week or ten days. We did this because during that period these sections had been enjoying their first taste of warm weather, motor car buying weather. The advent of warm weather in this business usually brings a rush of buying.

Our survey disclosed that the coming of pleasant weather had stimulated buying, but in most cases not to the extent that had been hoped. Some reports mentioned that used car sales had reacted very favorably but new cars were still moving slowly. Taken all in all, even the first period of spring weather has not served to remove the hesitation from the market. People are still holding back on making important investments to see "how business is going." Sales appear to be a shade brisker in the East than in the Middle West.

In statements by sales managers in many cities we find repeated with variations the phrase "sales can be made, but we have to work to close them." Make no mistake about it. Cars are being sold and as spring advances more of them are going to be placed in buyers' hands, but dealers and their salesmen have got to put honest and earnest effort behind every sale.

Another matter for optimistic looking ahead is to be found that this present hesitating market is piling up delayed orders. The American people are using motor transportation just as freely as they ever were. They are wearing out cars and trucks just as fast as they were last spring. The minute that general business conditions indicate the definite return of prosperity, the flood of delayed orders will pour into the sales departments.

Ask Us To Tell You—

IN presenting this service department, The Automotive Daily News is actuated by the desire to help its readers solve their problems, whether these are merchandising, technical or in the field of general automotive information. We shall be glad to have our readers ask us any questions pertaining to the automotive field.

In some instances readers may desire information which will require an expenditure of money to secure, and in such cases we shall be glad to get the desired data at the least possible cost, or we shall inform our readers where they may obtain it most economically and expeditiously.

In cases where the reader desires an immediate reply, we would suggest that he inclose a self-addressed and stamped envelope. Other inquiries will be printed in the paper from day to day in the order in which they are received.

REGISTRATIONS

QUESTION: I have learned from the Automotive Daily News that the total registrations of new passenger cars in the United States in the first quarter of 1930 amounted to 690,563. It seems to me that it would be possible to obtain a very good idea of what the total registration for the full year 1930 will be by finding out what percentage of the full year's registration of new cars usually takes place in the first quarter. Do you think this would give a correct indication, and, if so, what would the total for 1930 be on that basis?

W. B. B., Greensboro, N. C.

ANSWER: Only a very rough estimate of the total registrations for the year can be obtained on the basis of the sales for the first quarter. Such an estimate, however, is almost certain to be close enough to give some idea of what may be expected. For the past three years the registrations of the first quarter have averaged 20 per cent. of the total for the year. On this basis, the 690,563 registrations of the first three months of 1930 would mean a total for the year of 3,452,800, as compared with 3,881,000 in 1929, a decline of only 11 per cent. This estimate may not prove to be very accurate, because this year is not a normal one. But it should be safe to say that, on the basis of the first quarter's returns, the decline for the full year should not be greater than 15 per cent. While the first quarter loss from a year ago was 17 per cent., and the second quarter's decline is expected to be slightly greater, it is the general belief that the third quarter's decline will be small and that it is probable that in the final quarter of the year sales may equal those of 1929 for the corresponding period. Thus a decline for the full year of only 11 per cent. from the 1929 level may prove to be pretty close to the mark.

QUESTION: I would like to know, if you have the information handy and will give it to me through the Ask Us to Tell You department of your paper, how many recognized automobile dealers there are in the states of Wisconsin and Minnesota. I would like the totals separately.

G. F. R., Madison, Wis.

ANSWER: There are about 2,500 dealers in Wisconsin and about 2,000 in the state of Minnesota. This includes both passenger car and truck dealers.

DIVIDENDS

QUESTION: Have many automotive manufacturers revised their dividend payments downward thus far in 1930, and what is the prospect for dividend payments for the rest of the year?

J. C. A., Chicago.

ANSWER: Very few manufacturers in the automotive industry have cut or eliminated their dividend payments thus far in 1930, and as most of the companies have already declared their payments for the first half year, it is not anticipated that many more revisions will be made. If further cuts are made, they will occur in the third or fourth quarters, and it is the general view that companies able to continue their dividends during the first half of the year, will be able to do so in the last six months. Among the revisions made this year, were a reduction from $3.50 to $1, by Stewart-Warner, a substitution of a stock dividend for cash by the Marmon Motor Car Company, a cut from $5 to $4 annually by Studebaker, and the omission of its cash payment by Willys-Overland.

QUESTION: You publish a lot of material regarding registration figures for current months and these are of a great deal of interest to me, but why compare them with last year. Everybody knows that 1929 was an exceptional year, which probably never will be repeated, at any rate I hope not. Don't you think it would be fairer to print figures for 1928 to compare this year's sales with?

R. V. S., Bethel, Conn.

ANSWER: We have pointed out repeatedly that comparisons between this year's production and sales records is not very informative, because of the exceptional nature of 1929. The really significant comparison this year is with the preceding month's figures, which give an idea of the steady upward tendency. Later in the year we shall begin to get comparisons with 1929 records which mean something.

COMING EVENTS

MAY

23-27—**Atlantic City, N. J.** American Society for Testing Materials annual meeting.
27-29—**Washington, D. C.** National Conference on Street and Highway Safety.
25-29—**French Lick Springs, Ind.** Society of Automotive Engineers' summer meeting
30—**Indianapolis, Ind.** Automobile Race

JUNE

2-12—**Paris, France.** Automobile Salon.
9-12—**Detroit, Mich.** American Society of Mechanical Engineers' semi-annual meeting.
16-25—**London, England.** Olympia Motor Show.
23-26—**San Francisco, Cal.** Meeting American Electric Railway Association.
29-July 13—**Posen, Poland.** International Motor and Transport Show.

SEPTEMBER

22-26—**Chicago, Ill.** American Society for Steel Treating meeting at Stevens Hotel.
29-Oct. 4—**Pittsburgh, Pa.** National Safety Council Annual Safety Congress.

OCTOBER

2-12—**Paris, France.** Automobile Salon.
6-11—**Washington, D. C.** Sixth International Road Congress.
6-11—**Washington, D. C.** American Road-builders' Association Convention.
16-25—**London, England.** Olympia Motor Show.

NOVEMBER

6-16—**Berlin, Germany.** International Automobile Show.
8-15—**Chicago, Ill.** Automobile Salon at Drake Hotel.
10-14—**Cleveland, O.** Motor and Equipment Association Show.
17-22—**Cleveland, O.** National Standard Parts Association Show.

Foreign Trade Opportunities

Washington, D. C., May 15.—Foreign automotive trade opportunities just announced by the automotive division of the Bureau of Foreign and Domestic Commerce of the Department of Commerce are listed below.

Additional information may be obtained from the bureau and its district and co-operative offices by duly registered firms or individuals upon written request, giving the opportunity number.

45137—Oslo, Norway; purchase and agency for automobile accessories.

45140—Paris, France; agency for automobile accessories, equipment and parts.

45139 — Brno, Czecho-Slovakia; agency for automobile accessories, especially piston rings.

45187 — Johannesburg, South Africa; agency for automobile accessories, spare parts and specialties.

45138 — Schiedam, Netherlands; purchase and agency for automobile accessories and parts.

45188—Berlin, Germany; agency for automobile accessories and parts.

45219—Cairo, Egypt; agency for automobile brake linings.

45186—Johannesburg, South Africa; agency for automobile rims, rim parts, wheels, universal joints, replacement pistons, valves, piston rings, gears, pinions, ring gears; crown wheels, under-slung springs, axle shafts, fan belts and soft tread carpets.

45141—Paris, France; agency for automobile and truck parts.

45048—Madrid, Spain; agency for automobile accessories.

45132—Madrid, Spain; agency for automobile accessories.

44999—Quebec, Canada; purchase for automobile accessories, and large sized replacement parts.

45051—Sydney, Australia; agency for automobile replacement parts.

45000—Medan, Sumatra; purchase and agency for automobile replacement parts for low-priced cars.

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5 SPEEDS FORWARD 2 REVERSE
SPECIFICATIONS
Speeds..... 5 Forward 2 Reverse
Load rating.....4 Tons
Chassis weight..8500 lbs. max.
Engines..... 450 cu. in. piston displacement max. (6 cyl.)
Clutch..... 16 facing multiple disc—8½ ins. dia.
VU Ratios
VUOG Ratios
1st 8.07 7.07
2nd 4.79 4.20
3rd 2.87 2.04
4th 1.76 28% over gears
5th 1.0 1.0
1st Rev. 8.62 7.55
2nd Rev. 4.73 4.14
We will gladly mail the blue print of this new Unit power plant transmission or our engineer will call without obligation to discuss your requirements.
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ROADSTERS GAIN IN POPULARITY; TOURING LOSES

NEW YORK, May 15.—**Despite a gain in the popularity of roadsters in 1929, the open cars, as a whole, continued to show a decline in favor with the public, with the result that the production of this type of car accounted for only 10.4 per cent. of the total, as against 11.4 per cent. in 1928, according to statistics in "Facts and Figures for 1930," recently issued by the National Automobile Chamber of Commerce.**

The increase in the production of roadsters failed to offset the loss in the touring car output last year. The roadsters made a big gain, with an output of 322,502 in the United States, or 6.7 per cent. of the grand total, as compared with 219,050, or 5.5 per cent. of the total in 1928.

Production of touring cars amounted to 178,782, or 3.7 per cent. of the total, as compared with 226,977, or 5.7 per cent., in 1928.

Thus it will be noted that the output of roadsters exceeded that of touring cars and it is believed that this was the first time in the history of the industry that this was the case. Roadsters have increased from an output of 207,000 in 1927 to 322,502 last year, while touring cars have declined in the same period from 250,243 to 178,782.

With the roadster gaining and the touring car losing, the production of closed cars of all models remained almost stationary, amounting to 89.6 per cent. of the total, as against 89.4 per cent. in 1928. Chassis production in 1929 was 1.8 per cent. of the total, as against 3.1 per cent. in the preceding year.

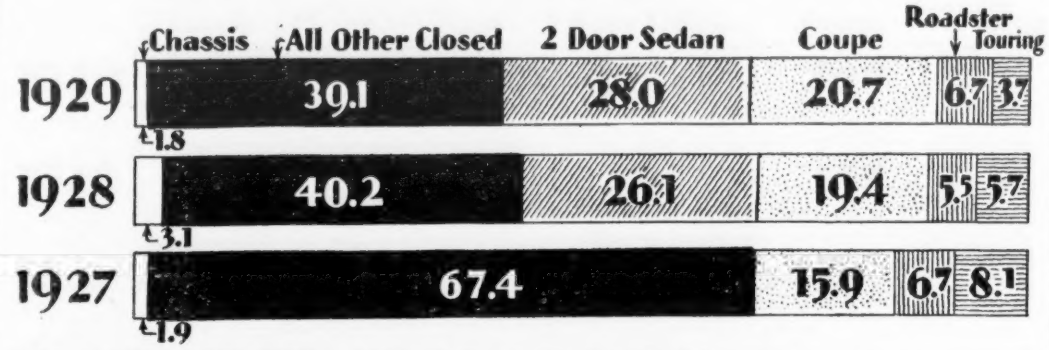
For thirteen consecutive years, the proportion of the closed cars to the total has increased, the rate of gain having slowed down decidedly in recent years, however.

The real upward trend began in 1917, when the closed car output amounted to about 4 per cent. of the total, as against 2 per cent. in 1916. It jumped to 7 per cent. in 1918 and reached 10 per cent. in 1919. From then on the increase was rapid, jumping to 17 per cent. in 1920, 22 per cent. in 1921, 30 per cent. in 1922, 34 per cent. in 1923, 43 per cent. in 1924, 56 per cent. in 1925, 72 per cent. in 1926 and 82.8 per cent. in 1927.

Following is a comparison of the production of the various types of cars in 1928 and 1929, as compiled by the National Automobile Chamber of Commerce:

	1928	1929
Touring	226,977	178,782
Roadster	219,050	322,502
Coupe	778,802	994,311
2-Door Sedan	1,049,226	1,344,604
Other closed	1,613,474	1,868,274

The most notable change in the closed car line-up, was the gain in two-door sedans and coupes, and the decline in the other types of closed models. The two-door sedan output was 28 per cent. of the total, as against 26.1 per cent. in 1928, while the coupe accounted for 20.7 per cent. last year, as against 19.4 per cent. in the preceding year. All other closed cars declined last year from 40.2 per cent. of the total in 1928 to 39.1 per cent.



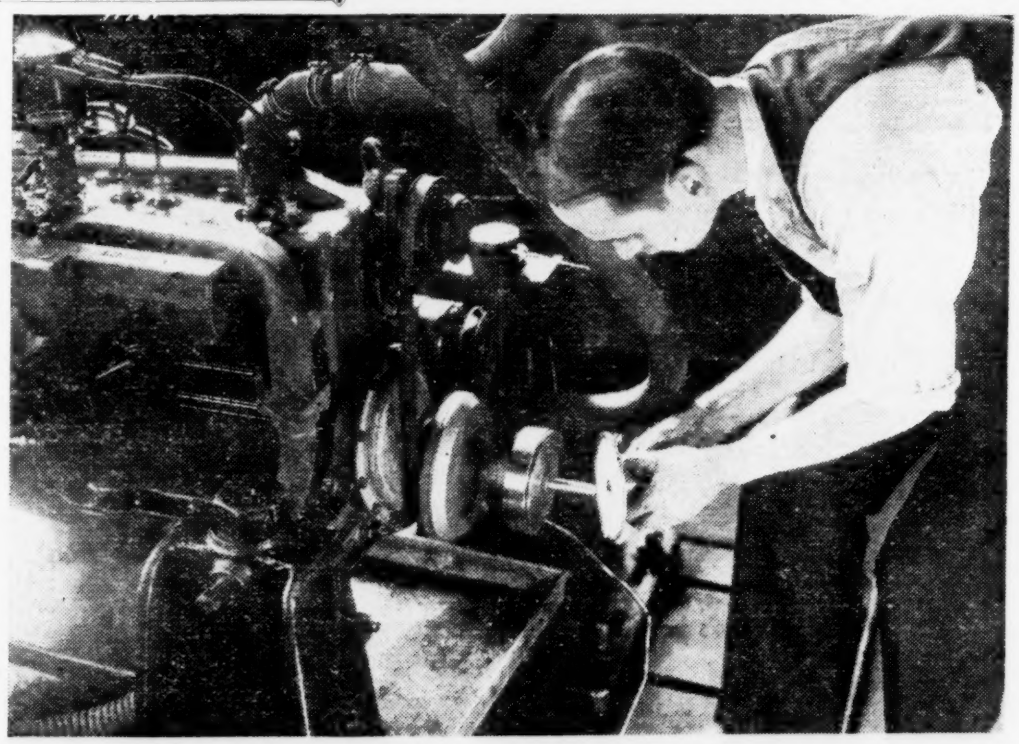
Studebaker Torsiograph Measures Crankshaft Vibration

Smoothness, an inherent quality in eight-cylinder engines, is one of the factors responsible for the growing preference for eight-cylinder cars. But the degrce of smoothness varies as engineers are able to determine and counteract vibration in individual engine models, according to D. G. Ross, chief engineer of the Studebaker Corporation.

"Crankshaft vibration is one of the basic factors affecting smoothness in automobiles. In their constant search for maximum smoothness, Studebaker engineers chart crankshaft vibration with an instrument called a torsiograph. Its use is especially valuable when new models are being developed or when some change in engine design is contemplated. The engine to be tested is mounted on a block and the device fastened to the front end of the crankshaft. As soon as the engine is started crankshaft vibration is recorded accurately on a paper disc.

"The torsiograph is flexibly attached to the crankshaft. A total lack of vibration in the crankshaft would result in the torsiograph recording a perfect circle on the paper disc. So sensitive is the device, however, that the slightest vibration instantly appears on the disc in the form of irregularities in the circular line, the degree of deviation from the true circle being in direct proportion to the degree of vibration.

"To the trained eye of the engineer the torsiograph provides a wealth of data on such important factors as engine pressures, torsional periods at varying speeds and other engineering details which aid him in devising ways and means toward greater engine smoothness."

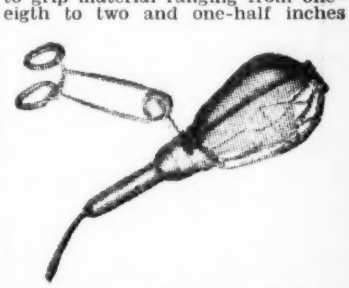


Belden Manufacturing Adds New Adjustable Clamp For Portable Lamps

A valuable innovation in portable lights for garages, machine shops, factories, and other heavy duty service, has been brought out by the Belden Manufacturing Company, 4647 West Van Buren St., Chicago, Ill.

The complete unit consists of the Belden Cordlite with its rubber socket handle and unbreakable soft rubber plug, plus a metal clamp which slips over the socket handle, gripping it firmly.

The other end of the metal clamp has rubber encased jaws that spread to grip material ranging from one-eigth to two and one-half inches



thick. A friction hinge makes it easy to adjust position of the light, and the handle can be turned conveniently.

GOODYEAR GADSDEN PLANT MAKES MILLIONTH TIRE

Gadsden, Ala., May 15.—The Goodyear Tire and Rubber plant here, established less than a year ago, recently turned out its millionth tire.

CLARK
CLARK AXLES and METAL WHEELS for commercial vehicles
CLARK EQUIPMENT COMPANY
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WISCONSIN AXLES
WISCONSIN AXLE CO.
Oshkosh Wisconsin

Cumulative New Commercial Car Registration Statistics, April, 1930

Returns for today: North Dakota, Wisconsin

States	Autocar	Brockway-Indiana	Chevrolet	Diamond-T	Dodge	Dover	Fargo	Federal	Ford	G. M. C.	International	Mack	Paige	Relay	Reo	Republic	Rugby	Sterling	Stewart	Studebaker	Whippet	White	Willys	Willys-Knight	Miscellaneous	Totals	States
Illinois	8	20	663	54	72	2	9	19	932	41	111	17	3	2	26	1	2	5	7		14	12	13	1	79	2113	Illinois
N. Dakota			112	1	9		1		144	2	77	1	1		11		1						11	2		373	N. Dak.
Wisconsin		3	568	29	36	1	3	7	807	32	124	2	2	6	31		2	15	7	2	9	6	9	1	21	1723	Wisconsin
Totals	8	23	1343	84	117	3	13	26	1883	75	312	20	6	8	68	1	5	20	14	2	23	18	33	4	100	4209	Totals
Illinois, '29	18	5	847	86	128		11	13	1111	43	188	27		1	42	1		11	1		15	35			137	2720	Ill., 1929
N. D., 1929			185		19				243	14	164				6		3				7	4		3		648	N. D., '29
Wis., 1929			738	25	62		3	14	897	39	136	5		4	45	1	3	15	9	5	9	15			31	2056	Wis., 1929
Totals	18	5	1770	111	209	*	14	27	2251	96	488	32	*	5	93	2	6	26	10	5	31	54	*	3	168	5424	Totals

*Not in production at that time.

N E W S

Automotive Daily News is now printing April passenger car and truck registrations. Not one automotive publication, except Automotive Daily News, has even published complete March registrations to date.

Compare all News in Automotive Daily News with that in any other News medium in the industry. Check the engineering news, dealer news, factory news, registrations of passenger cars and trucks, etc. Automotive Daily News not only is first with all important news, but it covers every branch of the industry. Subscribers are willing to pay $12 a year for this service because it is fast, accurate, and gives complete industrial coverage.

As a result of the news coverage which only Automotive Daily News can provide, it has become the leading factory executive paper and is widely read by distributors, dealers and jobbers of importance all over the country.

This service to our readers means one thing—Reader Interest in its highest form. Advertisers should select media on a basis of reader interest.

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Automotive Daily News

H. A. TARANTOUS, *Business Manager* — GRAYBAR BUILDING, NEW YORK CITY

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Note: The publication dates of Automotive Daily News are also the delivery dates within one day's mailing of New York. All other examples shown here do not give delivery dates, which are one day to three days later than publication dates shown.

AUTOMOTIVE DAILY NEWS, TUESDAY, APRIL 15, 1930

Diamond T Offers New Six-Wheel Fast Truck

CHICAGO, April 14.—Announcement is just made by the Diamond T Motor Co. of the in- which

April 19, 1930

Diamond-T Adds Model

CHICAGO, April 14—The Diamond-T Motor Car Company has announced the addition of a new high speed, six-wheel truck of six tons rated capacity. The new model 1200 round out a complete line of 6-cylinder, six-wheel trucks to handle loads of from 4 to 12 tons. The Diamond-T Hercules heavy duty, 6-cylinder motor has a 4½-in. bore and a 4¾-in. stroke. It is rated at 48.6 hp. N.A.C.C., but actually develops more than 99 hp. at 2200 r.p.m. Construction details include the heavy 3-in. crankshaft in seven main bearings, pressure lubrication, cast iron pistons, built-in filtrator and a high velocity water pump with directed flow to the exhaust valve jacketing.

Right: Two examples of news items published elsewhere a few days or a week later than Automotive Daily News

AUTOMOTIVE DAILY NEWS, FRIDAY, APRIL 18, 1930

April 26, 1930

BLEES HEADS SALES OF OAKLAND-PONTIAC

Succeeds Tracy as Vice-President in Charge of Sales

Direction of sales of the Oakland and Pontiac lines was taken over this week by W. A. Blees, his elevation to the post of vice-president in charge of sales being announced by W. R. Glancy, president of the Oakland Motor Car Co. Blees succeeds William R. Tracy whose resignation was officially announced. Tracy has been in poor health for some time and hopes for recovery in a lengthy rest.

Blees joined [illegible] January

Succeeds W. R. Tracy

W. A. BLEES, general sales manager of the Oakland Motor Car Company, Pontiac, Mich., has been named vice-president in charge of sales to succeed W. R. Tracy, resigned.

AUTOMOTIVE DAILY NEWS, FRIDAY, APRIL 18, 1930

OVERLAND OFFERS FIRST STRAIGHT 8

April 19, 1930

Willys-Overland Offers Eight at $1,245 to $1,395

...HER POWERED WILLYS CAR
...D IN FOUR STYLES,
...E TO $1,395

...patterned on the six-cylinder car announced ...d for engine mounting,

No publication is faster than a daily in the propagation of any kind of news. Automotive Daily News is first with business news for the factory executive, the distributor, dealer and jobber

AUTOMOTIVE DAILY NEWS, SATURDAY, FEBRUARY 22, 1930

New Car Registrations for 1929 by Makes and States

Name of Car	Alabama	Arizona	Arkansas	California	Colorado	Connecticut	Delaware	Florida	Georgia	Idaho	Illinois	Indiana	Iowa	Kansas	Kentucky	Louisiana	Maine	Maryland	Massachusetts	Michigan	Minnesota	Mississippi	Missouri	Montana	Nebraska
[illegible]	140	12	1076	127	550	89	106	45	30	1813	861	332	162	169	99	20	123	663	460	306	1	371	106	73
[illegible]			[illegible]	11	10					99	47	12	3	12	5	4	22	54	14	18	1	22		
[illegible]										10386	3526	2486	2424	1013	1094	1103	2069	6812	10433	2193	877	3793	741	2103
[illegible]													77	94			135	913	917	102	21	280	27	55
[illegible]																		20235	47621	17193	11064	26537	4716	13541
[illegible]																			3733	1416	652	1488	458	898
[illegible]																						13	3	3
[illegible]																							306	507

April 12, 1930

April 12, 1930

FINAL 1929 NEW CAR REGISTRATION TOTALS

Compiled from Polk's New Passenger Car Sales Service Supplied by R. L. Polk & Co.

[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]	[illegible]
et				ast	kine		rd	nklin	rdner	aham	dson	mobile	rdan	Salle	ncoln

Always ahead of others, but often weeks ahead with registration figures of passenger cars. Truck registrations, too, are always published first in Automotive Daily News

MAJOR SPECIFICATIONS AND MECHANICAL DETAILS OF

Make and Model	Capacity—Tons	Chassis Price	Engine	No. of Cyl.	Bore and Stroke	Tax H. P.	Oil System	Carburetor	Fuel Feed	Ignit. System	Gear Set	Location	No. Spds. For.	Rear Axle	Final Drive	Reduction in Low	Brakes, Foot	Brakes, Hand	Standard Wheel Base	Chassis Weight	Standard Tire Sizes Front	Rear
Am. La France Chief	2	3650	Own	6	3¾x5	33.0	Pw	Str	Vac	DR	Own	C	4	Tim	Wo	31.2	4	D	156	6200	32x6	32x6D
Am. La France W	3-4	3950	Own 2 R	4	4¼x6	28.9	CS	Zen	Vac	AB	Own	C	4	Own	2R	47.4	4	R	160	7200	S36x5	S36x5D
Am. La Fran. Chieftain	3-4	5500	Own	6	4⅛x5⅛	40.8	Pw	Zen	Vac	DR	Own	C	4	Tim	Wo	28.8	4	D	175	7200	S36x8	36x8D
Am. La France V	5	5500	Own 5 R	4	4¾x6	36.2	CS	Zen	Vac	AB	Own	C	4	Own	Wo	54.4	4	R	165	9800	S36x5	S40x6D
Am. La France Z	6½	5750	Own 5 R	4	4¾x6	36.2	CS	Zen	Vac*	AB	Own	C	4	Own	Wo	63.5	4	R	165	10000	S36x7	S40x7D
Am. La France U	7½	6000	Own 5 R	4	4¾x6	36.2	CS	Zen	Vac	AB	Own	C	4	Own	—	63.5	4	R	165	10500	S36x7	S40x8D
Am. La Fran. Big Chief	6	6725	Own	6	4½x6	48.6	Pw	Zen	Vac	DR	Own	C	4	Own	2R	32.8	4W	D	226	10600	S40x8	S40x8D
**Autocar S A	1½	2700	Her	6	3⅜x4½	33.8	Pb	Zen	Vac	L-N	Br-L 35	U	4	Own S A	Sp	27.9	4	R	150	4400	32x6	32x6
Autocar S D	2	3000	Her	6	3⅜x4½	33.8	Pb	Zen	Vac	L-N	Br-L 35	U	4	Own S D	2R	33.9	4	R	150	4850	32x6	32x6D
†Autocar H	3	3750	Own	6	4¼x4¾	32.4	CS	Str	Gra	AB	Own T	U	4	Own H	2R	48.9	R	R	114	5800	34x5S	36x10S
†Autocar S H	3	4000	Own	6	4¼x4¾	43.4	Pb	Str	Gra	RB	Own T	U	4	Own H	2R	48 9	R	R	114	5800	34x5S	36x10S
Autocar T	3	5000	Own	6	4¼x4¾	48.6	Pb	Str	Vac	RB	Own T	U	4	Own T	2R	72.5	R	R	187	7100	36x8	36x8D
†Autocar H S	3½	4100	Own	6	4¼x4¾	32.4	CS	Str	Gra	AB	Own T	U	4	Own J	2R	55.2	R	R	114	6900	34x6S	36x12S
†Autocar S H S	3½	4400	Own	6	4¼x4¾	48.6	Pb	Str	Gra	RB	Own T	U	4	Own J	2R	55.2	R	R	114	7000	34x6S	36x12S
Autocar T S	3½	5350	Own	6	4¼x4¾	48.6	Pb	Str	Vac	RB	Own T	U	4	Own Chs	2R	81.7	R	R	187	7100	36x8	36x8D
Autocar S C M	5	5000	Own	6	4½x4¾	48.6	Pb	Str	Vac	RB	Own B	C	4	Own M	2R	72.1	R	R	162	8600	34x7S	36x14S
Brockway 65	1	1195	Con 27 B	6	3⅜x4⅝	27.3	Pb	Zen	Vac	Aut	Br-L 20	U	3	Col 36000	Sp	21.3	4	Tr	137	3400	30x5	30x5
Brockway 75	1¼	1290	Con 27 B	6	3⅜x4⅝	27.3	Pb	Zen	Vac	Aut	Br-L 20-4	U	4	Col 36000	Sp	25.6	4	Tr	137	3450	32x6	32x6
Brockway 90	1½	1525	Con 27 B	6	3⅜x4⅝	27.3	Pb	Zen	Vac	Aut	Br-L 20-4	U	4	Col 55000	Sp	25.6	4	Tr	149	3850	32x6	32x6
Brockway JR	1¼	1195	Wis C	4	3⅜x5	22.5	Pb	Zen	Vac	Aut	Br-L 20	U	3	Col 36001	Sp	21.3	4	Tr	130	3100	30x5	30x5
Brockway E 45	1½	1765	Wis S U	4	4 x5	25.6	Pb	Zen	Vac	L-N	Br-L 36	U	3	Col 55001	Sp	21.0	4	Tr	139½	3650	32x6	32x6
Brockway KW	3	4100	Wis H	6	4 x5	38.2	Pb	Zen	Vac	L-N	Br-L 51	U	4	Wis 1228	2R	33.7	R	Dr	170	6920	34x7	34x7D
Brockway R	4	4200	Con L 4	4	4½x5½	32.4	Pw	Zen	Vac	Eis	Br-L 55	C	4	Tim 66600	Wo	46.8	R	R	164	7890	36x5S	36x12S
Brockway RT	4	4850	Con B 7	4	5 x6	40.0	Pw	Zen	Vac	Eis	Br-L 60	C	4	Tim 66700 S	Wo	53.5	RV	Dr	175	8100	36x5S	36x12S
Brockway 120	2	1990	Con 30 B	6	4 x4⅛	38.4	Pb	Zen	P	Aut	Br-L 35	U	4	Tim 54100	Sp	—	4	Tr	156	5200	32x6	32x6D
Brockway 140	2	2495	Con 30 B	6	4 x4⅛	38.4	Pb	Zen	P	Aut	Br-L 35	U	4	Wis 4916 L	2R	—	4W	Tr	156	5500	32x6	32x6D
Brockway 290	7	7250	Con 36 B	6	4¾x5¾	54.15	Pb	Str	P	L-N	Br-L 70-7	C	7	Tim 68703 D	Wo	—	4W	Dr	182	10750	38x7	40x14S
Brockway 640	10	9700	Con 36 B	6	4¾x5¾	54.15	Pb	Str	P	L-N	Br-L 70-7	C	7	Tim S W 400	Wo	—	4W	Dr	212	14000	38x7	36x10S
Brockway T	5-7	5200	Con B 7	4	5 x6	40.0	Pw	Zen	Vac	Eis	Br-L 60	C	4	Tim 68700	Wo	53.5	R	Dr	175	10065	36x6S	36x14S
Chevrolet	½	365	Own	6	3⅛x3¾	26.3	CS	Car	P	DR	Own	U	3	Own	Sp	13.61	4	R	107	1835	4.75x19	4.75x19
Chevrolet	1½	520	Own	6	3⅛x3¾	26.3	CS	Car	P	DR	Own	U	4	Own	Sp	33.46	4	R	131	2375	30x5	30x5
Day Elder M F	1¼	1345	Con 16-C	6	3⅜x4⅝	27.3	Pb	Zen	Vac	DR	Br-L	U	4	Tim 52000 H	Sp	24.2	4	D	135	3500	30x5	30x5
Day Elder G F	1½	2050	Con 16-C	6	3⅜x4⅝	27.3	Pb	Zen	Vac	DR	Br-L	U	4	Tim 54000 H	Sp	28.3	4	D	156	4400	30x5	30x5D
Day Elder H F	2	2500	Con 16-C	6	3⅜x4⅝	27.3	Pb	Zen	Vac	DR	Br-L 35	U	4	Tim 63702 H	Wo	40.7	4	D	156	4900	S34x4	S34x7
Day Elder J F	3	3900	Con 18 R	6	4 x4½	38.4	Pb	Zen	Vac	DR	Br-L 51	U	4	Tim 65001 H	Wo	41.5	4	D	156	7000	34x7	34x7D
Day Elder K F	4-5	5000	Con 21 R	6	4⅜x4¾	45.9	Pb	Zen	Vac	DR	Br-L 60	C	4	Tim 66702 DH	Wo	55.2	4	D	162	9200	S36x5	S36x12
Day Elder N 6 W	7	6000	Con 21 R	6	4⅜x4¾	45.9	Pb	Zen	Vac	DR	Br-L 60	C	7	Tim SW 200 H	Wo	73.6	6	D	204	10000	34x7	34x7D
Diamond T 200	1	785	Bud	4	3¾x4½	22.5	Pw	Zen	P	Aut	W-G	U	4	Cla	Sp	—	4	D	128½	3050	30x5	30x5
Diamond T 215	1	885	Bud	6	3⅜x4	27.3	Pw	Zen	P	Aut	W-G	U	4	Cla	Sp	—	4	D	135¼	3150	30x5	30x5
Diamond T 290	1½	1475	Her WXA 2	6	3½x4½	29.4	Pb	Zen	Vac	Aut	Cov	U	4	Col	Sp	—	4	D	156¼	4160	30x5	30x5D
Diamond T 303	2	1745	Her WXB	6	3¾x4½	33.7	Pb	Zen	Vac	Aut	Cov	U	4	Tim	Sp	—	4	D	160¾	4850	32x6	32x6D
Diamond T 551	2½	2250	Her WXC	6	4 x4½	38.4	Pb	Zen	Vac	Aut	Cov	U	4	Tim	Sp	—	4	D	168	5600	32x6	32x6D
Diamond T 503	2½	2660	Her WXC	6	4 x4½	38.4	Pb	Zen	Vac	Aut	Cov	U	4	Tim	Wo	—	4	D	174	6200	34x7	34x7D
Diamond T 506	2½	2820	Her WXC	6	4 x4½	38.4	Pb	Zen	Vac	Aut	Cov	U	4	Wis	2R	—	4	D	172½	6300	34x7	34x7D
Diamond T 602	3	3440	Her YXC	6	4⅜x4¾	45.9	Pb	Zen	Gra	Aut	Cov	C	4	Tim	Wo	—	4	D	169½	7500	36x8	36x8D
Diamond T 606	3	3500	Her YXC	6	4⅜x4¾	45.9	Pb	Zen	Gra	Aut	Cov	U	4	Wis	2R	—	4	D	186	7500	36x8	36x8D
Diamond T 700	3½	3740	Her YXC	6	4⅜x4¾	45.9	Pb	Zen	Gra	Aut	Cov	C	4	Tim	Wo	—	R	D	162	8100	S36x5	S36x10
Diamond T 801	4	4140	Her YXC	6	4⅜x4¾	45.9	Pb	Zen	Gra	Aut	Br-L	C	7	Own	Wo	—	6WH	D	189½	8300	36x8	4 wh 36x8
Diamond T 1000	5	4420	Her YXC 2	6	4½x4¾	48.6	Pb	Zen	Gra	Aut	Br-L	C	4	Tim	Wo	—	R	D	170½	9700	S36x6	S40x12
Diamond T 1200	6	5600	Her YXC 2	6	4½x4¾	48.6	Pb	Zen	Gra	Aut	Br-L	C	7	Tim	Wo	—	4RW	D	180	11000	34x7	4 w h 34x7D
Diamond T 1600	8	6220	Her YXC 3	6	4⅝x4¾	51.3	Pb	Zen	Gra	Aut	Br-L	C	7	Tim	Wo	—	4W	D	190	11700	36x8	4 wh 36x8D
Diamond T 2500	10-12	8000	Wak 6 RB	6	5 x5¾	60	Pb	Zen	Gra	Mag	Br-L	C	7	Tim	Wo	—	4W	D	194	13100	S36x7	4 wh 36x12S
Dodge Bros. U-1	½	545	Own	4	3⅝x4¼	21.3	Pb	Car	Vac	NE	Own	U	3	Own	Sp	14.23	4	D	109	1900	5.00x20B	5.00x20B
Dodge Bros. U-1	¾	695	Own	4	3⅝x4¼	21.3	Pb	Car	Vac	NE	Own	U	3	Own	Sp	21.68	4	D	124	2260	5.50x20B	5.50x20B
Dodge Bros. U-1	1	795	Own	4	3⅝x4¼	21.3	Pb	Car	Vac	NE	Own	U	4	Own	Sp	36.136	4	D	133	2590	6.00x20B	32x6
Dodge Bros. DA1	¾	795	Own	6	3⅜x3⅞	27.3	Pb	Zen	Vac	NE	Own	U	3	Own	Sp	19.21	4	D	124	2360	5.50x20B	5.50x20B
Dodge Bros. DA1	1	895	Own	6	3⅜x3⅞	27.3	Pb	Zen	Vac	NE	Own	U	4	Owr	Sp	33.45	4	D	133	2690	6.00x20B	32x6
Dodge Bros. DA1	1	1095	Own	6	3⅜x3⅞	27.3	Pb	Zen	Vac	NE	Own	U	4	Owr	Sp	36.83	4	D	140	2955	30x5	30x5
Dodge Bros. DA1	1½	1365	Own	6	3⅜x3⅞	27.3	Pb	Zen	Vac	NE	Own	U	4	Own	Sp	36.83	4	D	150	3695	32x6	32x6
Dodge Bros. DA1	1½	1415	Own	6	3⅜x3⅞	27.3	Pb	Zen	Vac	NE	Own	U	4	Own	Sp	36.83	4	D	165	3810	32x6	32x6
Dodge Bros. DB1	2	1595	Own	6	3¾x4½	27.3	Pb	Zen	Vac	NE	Own	U	4	Own	Sp	36.83	4	D	150	3930	32x6	34x7
Dodge Bros. DB1	2	1645	Own	6	3¾x4½	27.3	Pb	Zen	Vac	NE	Own	U	4	Own	Sp	36.83	4	D	165	4070	32x6	34x7
Dodge Bros. DB1	3	1845	Own	6	3¾x4½	27.3	Pb	Zen	Vac	NE	Own	U	4	Own	Sp	46.31	4	D	135	4235	32x6	32x6D
Dodge Bros. DB1	3	1895	Own	6	3¾x4½	27.3	Pb	Zen	Vac	NE	Own	U	4	Own	Sp	41.43	4	D	165	4520	32x6	32x6D
Dodge Bros. DB1	3	1945	Own	6	3¾x4½	27.3	Pb	Zen	Vac	NE	Own	U	4	Own	Sp	46.31	4	D	185	4715	32x6	32x6D
Dover	¾	445	Own	6	2¼x4½	18.2	CS	Mar	Vac	Aut	Own	U	3	Own	Sp	17.8	4	4	110	2150	30x5	31x5.50
Durant Com. Chassis	½	495	Con	4	3⅜x4¼	18.2	Pb	Til	Vac	Aut	Own	C	3	Own	Sp	16.16	4	4	107	1670	28x4.75	28x4.75
Fargo Packet	½	545	Own	6	3 x4⅛	21.6	Pb	Str	Vac	NE	Own	U	3	Own	Sp	14.29	4	Tr	—	1835	5.00x19	5.00x19
Fargo Clipper	¾	725	Own	6	3⅛x4¼	23.4	Pb	Str	Vac	DR	Own	U	3	Own	Sp	15.53	4	Tr	—	2325	5.50x18	5.50x18
Fargo Freighter	1	795	Own	6	3 x4⅛	21.6	Pb	Str	Vac	NE	Own	U	4	Own	Sp	37.19	4	Tr	—	2785	6.00x20	32x6
Federal 4FW	1	980	Wak X A	4	3½x4½	19.6	Pb	Zen	Vac	DR	W-G T9	U	4	Cla B370	Sp	40.8	4	Tr	127	2975	30x5	30x5
Federal E6	1	1090	Con 17 E	6	3⅜x4	27.3	Pb	Zen	P	DR	W-G T9	U	4	Cla B370	Sp	34.6	4	Tr	132	3120	30x5	30x5
Federal F7	1½	1525	Con 16 C	6	3⅜x4⅝	27.3	Pb	Zen	Vac	DR	Own	U	4	Tim 52005H	Sp	24.3	4	Tr	132	3750	30x5	30x5D
Federal A6	2	1855	Con 16 C	6	3⅜x4⅝	27.3	Pb	Zen	Vac	DR	Own	C	4	Cla B610	Sp	38.5	4	Tr	151	4580	32x6	32x6D
Federal A6T	2½	2185	Con 16 C	6	3⅜x4⅝	27.3	Pb	Zen	Vac	DR	Own	C	4	Tim 58000H	Sp	41.3	4	Tr	151	4950	32x6	32x6D
Federal T10P	2½-3	2740	Con 16 R	6	4 x4⅛	38.4	Pb	Zen	Vac	DR	Own	C	4	Tim 58000H	Sp	36.3	4	Tr	165	6600	34x7	34x7D
Federal T10W	2½-3	2915	Con 16 R	6	4 x4⅛	38.4	Pb	Zen	Vac	DR	Own	C	4	Tim 65001H	Wo	44.0	4	Tr	165	6600	34x7	34x7D
Federal U6	3-3½	3860	Con 18 R	6	4 x4½	38.4	Pb	Str	Vac	DR	Br-L 55	C	7	Tim 65706HP	Wo	64.6	4	D	165	7210	34x7	34x7D
Federal 4C6A	4-5	4735	Con 20 R	6	4⅛x4¾	40.8	Pb	Zen	Vac	DR	Br-L 55	C	7	Tim 66704HP	Wo	73.6	4	D	192	8330	36x8	36x8D
Federal 4C6AB	4-5	4960	Con 20 R	6	4⅛x4¾	40.8	Pb	Zen	Vac	DR	Br-L 55	C	7	Tim 66704TWP	Wo	73.6	4W	D	192	8600	36x8	36x8D
Federal X8	7½	5085	Con B 7	4	5 x6	40	Pw	Zen	Vac	AB	Br-L 60	C	7	Tim 68700DP	Wo	110.9	R	D	162	9750	36x6S	40x14S
Federal X8R	7½	5810	Con 21 R	6	4⅜x4¾	45.9	Pb	Zen	Vac	DR	Br-L 60	C	7	Tim 68700DP	Wo	110.9	R	D	162	10000	40x8	40x8D
Ford A A	1½	520	Own	4	3⅞x4¼	24.0	Sp	Zen	Gra	Own	Own	U	4	Own	St	42.24	4	R	131½	2792	6.00x20	32x6
F. W. D.—H	1½	3300	Wis S U	4	4 x5	25.6	Pb	Zen	Vac	Eis	Cotta	C	4	Own	St	38.1	4	R	121	5300	34x7	34x7
F. W. D.—H 6	2	3425	Wak	6	3½x4½	29.4	Pb	Zen	Vac	Eis	Br-L	U	4	Own	St	35.0	4	R	133	5500	34x7	34x7
F. W. D.—BTL 4	2	3900	Wis S U	4	4 x5	25.6	Pb	Zen	Vac	Eis	Br-L	C	7	Own	St	84.7	4	R	120	6000	36x8	36x8
F. W. D.—HH 6	2½	4000	Wak	6	3¾x4½	33.7	Pb	Zen	Vac	Eis	Br-L	C	7	Own	St	101.0	4	R	133	5700	36x8	36x8
F. W. D.—B	3	4200	Own	4	4¾x5½	36.1	Pb	Str	Gra	Eis	Own	C	3	Own	St	35.6	4	R	124	6460	36x6S	36x6S
F. W. D.—B 5	3	4525	Own	4	4¾x5½	36.1	Pb	Str	Gra	Eis	Own	C	5	Own	St	88.6	4	R	132	6800	36x6S	36x6S
F. W. D.—B T	3	4742	Own	4	4¾x5½	36.1	Pb	Str	Vac	Eis	Own	C	5	Own	St	101.0	4	R	133¾	7700	40x7S	40x5SD
F. W. D.—U 4	3	4575	Own	4	4¾x5½	36.1	Pb	Str	Vac	Eis	Own	C	5	Own	St	88.6	4	R	148	7000	36x6S	36x6S
F. W. D.—U 6	3½	4575	Wak	6	4 x4¾	38.6	Pb	Zen	Vac	Eis	Own	C	5	Own	St	88.6	4	R	148	7200	36x6S	36x6S
*F. W. D.—X 6	6	6500	Wak	6	4½x4¾	43.3	Pb	Zen	Vac	Eis	Own	C	5	Own	St	88.6	4	4	170	9500	36x8	36x8
Garford Series S 11	1	1600	Bud H S 6	6	3⅜x4½	27.3	PC	Zen	Vac	Aut	Br-L	U	4	Col	Sp	25.5	4	D	142	3900	30x5	30x5
Garford Series S 11	1½	1900	Bud H S 6	6	3⅜x4½	27.3	PC	Zen	Vac	Aut	Br-L	U	4	Tim	Sp	29.2	4	D	162	4300	30x5	D30x5
Garford Series 40	1½	2990	Bud D S 6	6	3⅝x5	31.5	PC	Zen	Vac	Aut	Br-L	U	4	Tim	Wo	34.8	4	D	168	4700	34x5	D34x5
Garford Series S 11	2	2030	Bud H S 6	6	3⅜x4½	27.3	PC	Zen	Vac	Aut	Br-L	U	4	Tim	Sp	29.2	4	D	162	4500	32x6	D32x6
Garford Series 40	2	3240	Bud D S 6	6	3⅝x5	31.5	PC	Zen	Vac	Aut	Br-L	U	4	Tim	Wo	34.8	4	D	168	4900	36x6	D36x6
Garford Series 40	2½	3240	Bud D S 6	6	3⅝x5	31.5	PC	Zen	Vac	Aut	Br-L	U	4	Tim	Wo	34.8	4	D	168	5100	36x6	D36x6
Garford Series 60	2½	4580	Bud B U S	6	4 x5⅛	38.4	PC	Zen	Vac	Aut	Br-L	U	5	Tim	Wo	63.0	4	D	175	7000	36x6	D36x6
Garford Series 60	3	4680	Bud B U S	6	4 x5⅛	38.4	PC	Zen	Vac	Aut	Br-L	U	5	Tim	Wo	63.0	4	D	175	7100	36x6	D36x7
Garford Series 80	3½	5250	Bud B A 6	6	4⅛x5⅛	40.8	PC	Zen	Vac	Aut	Br-L	A	7	Tim	Wo	98.2	4	D	175	8200	S36x6	S36x12
Garford Series 80	4	5330	Bud B A 6	6	4¼x5⅛	40.8	PC	Zen	Vac	Aut	Br-L	A	7	Tim	Wo	98.2	4	D	175	8400	S36x6	S36x14
Gen. Mot. T11-1001	*3800	625	Pontiac	6	3⅛x3⅞	26.3	Pb	Mar	P	DR	Own	U	3	Pontiac	Sp	14.7	4	4	109¾	1980	5.00x19B	5.50x19B
Gen. Mot. T15-1501	*5400	695	Pontiac	6	3⅛x3⅞	26.3	Pb	Mar	P	DR	Own	U	3	Tim 51500	Sp	16.09	4	4	130	2625	5.50x20B	5.50x20B
Gen. Mot. T17-1701	*5500	735	Pontiac	6	3⅛x3⅞	26.3	Pb	Mar	P	DR	Own	U	3	Tim 51505	Sp	16.04	4	4	130	2650	6.50x20B	6.50x20B
Gen. Mot. T17-1707	*6500	750	Pontiac	6	3⅛x3⅞	26.3	Pb	Mar	P	DR	Own	U	3	Tim 51505	Sp	16.04	4	4	130	2670	5.50x20B	32x6
Gen. Mot. T19-2201	*6300	895	Pontiac	6	3⅛x3⅞	26.3	Pb	Mar	P	DR	Mun	U	4	Tim 5261	Sp	34.45	4	D	130	2850	5.50x20B	32x6
Gen. Mot. T19-2214	*8500	985	Pontiac	6	3⅛x3⅞	26.3	Pb	Mar	P	DR	Mun	U	4	Tim 5261	Sp	34.45	4	D	130	2925	30x5	30x5D

**Revised listing on all Autocar models will appear in next week's tables.

1930 COMMERCIAL CARS BUILT IN THE UNITED STATES

Make and Model	Capacity—Tons	Chassis Price	Engine	No. of Cyl.	Bore and Stroke	Tax H. P.	Oil System	Carburetor	Fuel Feed	Ignit. System	Gear Set	Location	No. Spds. For.	Rear Axle	Final Drive	Reduction in Low	Brakes, Foot	Brakes, Hand	Standard Wheel Base	Chassis Weight	Standard Tire Sizes Front	Rear
Gen. Mot. T25-2501	*6800	1235	Buick	6	3 1/16x4 5/8	28.3	Pb	Mar	P	DR	Mun	U	4	Tim 5261	Sp	29.62	4	D	130	3375	6.00x20B	7.50x20B
Gen. Mot. T25-2509	*8500	1280	Buick	6	3 1/16x4 5/8	28.3	Pb	Mar	P	DR	Mun	U	4	Tim 5261	Sp	29.62	4	D	130	3425	30x5	30x5D
Gen. Mot. T30-3206	*9000	1555	Buick	6	3 1/16x4 5/8	28.3	Pb	Mar	P	DR	Mun	U	4	Eat 1617	Sp	28.6	4	D	141	4450	6.00x20B	8.25x20B
Gen. Mot. T30-3203	*11000	1605	Buick	6	3 1/16x4 5/8	28.3	Pb	Mar	P	DR	Mun	U	4	Eat 1617	Sp	28.6	4	D	141	4525	32x6	32x6D
Gen. Mot. T42-4206	*10600	1735	Buick	6	3 1/16x4 5/8	28.3	Pb	Mar	P	DR	Mun	U	4	Eat 1717	Sp	33.38	4	D	141	4575	7.00x20B	9.00x20B
Gen. Mot. T42-4203	*14000	1960	Buick	6	3 1/16x4 5/8	28.3	Pb	Mar	P	DR	Mun	U	4	Eat 1717	Sp	33.38	4	D	141	4905	36x6	36x6D
Gen. Mot. T44-4401	*12000	1965	Buick	6	3 1/16x4 5/8	28.3	Pb	Mar	P	DR	Mun	U	4	Eat T44DR	2R	40.89	4	D	141	4825	32x6	32x6D
Gen. Mot. T44-4404	*15000	2095	Buick	6	3 1/16x4 5/8	28.3	Pb	Mar	P	DR	Mun	U	4	Eat T44DR	2R	40.89	4	D	141	5095	34x7	34x7D
Gen. Mot. T60-6202	*16500	3035	Buick	6	3 3/4x5	33.7	Pb	Mar	P	DR	Mun	U	4	Tim 65706	Wo	52.53	4	D	154 1/8	6925	34x7	34x7D
Gen. Mot. T60-6205	*18500	3125	Buick	6	3 3/4x5	33.7	Pb	Mar	P	DR	Mun	U	4	Tim 65706	Wo	52.53	4	D	154 1/4	6925	9.00x20B	9.00x20DB
Gen. Mot. T82-8202	*19000	3795	Buick	6	3 3/4x5	33.7	Pb	Mar	P	DR	Br-L	C	5	Tim 66704	Wo	84.91	4	D	155	7500	9.00x20B	9.00x20DB
Gen. Mot. T82-8207	*22000	4070	Buick	6	3 3/4x5	33.7	Pb	Mar	P	DR	Br-L	C	5	Tim 66704	Wo	84.91	4	D	155	7850	38x7	38x9D
Gen. Mot. T90-9001	*23000	5885	Buick	6	3 3/4x5	33.7	Pb	Mar	P	DR	Br-L	C	5	Tim SW-200	Wo	75.04	WR	D	185 1/4	9400	7.50x20B	7.50x20D
Gen. Mot. T90-9004	*28000	6055	Buick	6	3 3/4x5	33.7	Pb	Mar	P	DR	Br-L	C	5	Tim SW-200	Wo	75.04	WR	D	185 1/4	9775	8.25x20B	8.25x20DB
*Gramm B	1 1/2	1495	Lyc 4 SL	6	3 1/4x4 1/2	25.3	Pb	Zen	Vac	Aut	Cov	U	4	Tim	Sp	34.3	4	Tr	140	3800	30x5	30x5D
*Gramm C	2	1795	Lyc ASA	6	3 5/16x4 1/2	31.54	Pb	Zen	P	Aut	Cov	U	4	Tim	Sp	31	4	Tr	160	4820	32x6	32x6D
*Gramm D	2 1/2	2195	Lyc TS	6	3 7/8x5	36	Pb	Zen	P	Aut	Cov	U	4	Tim	Sp	33	4	Tr	160	5100	32x6	32x6D
*Gramm E	3	2595	Lyc TS	6	3 7/8x5	36	Pb	Zen	P	Aut	Ful	U	4	Wis	2R	35	4	R	150	5200	34x7	34x7D
*Gramm EY	3	3595	Con 20 R	6	4 1/8x4 3/4	40.80	Pb	Zen	P	Aut	Ful	U	4	Tim	Sp	30	4	D	190	6750	32x6	32x6D
*Gramm GY	4	4345	Con 21 R	6	4 3/8x4 3/4	45.9	Pb	Zen	P	Aut	Ful	U	4	Wis	2R	28	4	D	210	7200	34x7	34x7D
*Gramm HY	5	6545	Con 16 H	6	4 3/4x5 3/4	54.15	Pb	Zen	P	Aut	Ful	U	4	Wis	2R	25.2	4	D	236	9600	36x8	36x8D
*Gramm O-35	3	3595	Lyc TS	6	3 7/8x5	36	Pb	Zen	P	Aut	Ful	C	8	Wis	2R	71.2	D	R	153	7200	36x5S	36x10S
*Gramm O-45	4	3995	Lyc TS	6	3 7/8x5	36	Pb	Zen	P	Aut	Ful	C	8	Wis	2R	75.8	D	R	153	7700	36x5S	36x12S
*Gramm O-60	5	4745	Lyc TS	6	3 7/8x5	36	Pb	Zen	P	Aut	Ful	C	8	Wis	2R	78.4	D	R	153	8800	36x6S	36x14S
*Gramm T-38	3	3595	Lyc TS	6	3 7/8x5	36	Pb	Zen	P	Aut	Ful	U	4	Wis	2R	45	D	R	153	7200	36x5S	36x10S
*Gramm T-48	4	3995	Lyc TS	6	3 7/8x5	36	Pb	Zen	P	Aut	Ful	U	4	Wis	2R	47	D	R	153	7700	36x5S	36x12S
Indiana 64	1	1195	Con 27 B	6	3 3/8x4 5/8	27.3	Pb	Str	Vac	Aut	Br-L	20	U	3	Col 36020	Sp	21.3	4	Tr	137	3435	30x5	30x5
Indiana 74	1 1/4	1290	Con 27 B	6	3 3/8x4 5/8	27.3	Pb	Str	Vac	Aut	Br-L	20	U	4	Col 36020	Sp	25.6	4	Tr	137	3450	32x6	32x6
Indiana 89	1 1/2	1525	Con 27 B	6	3 3/8x4 5/8	27.3	Pb	Str	Vac	Aut	Br-L	20	U	4	Col 55002	Sp	25.6	4	Tr	149	3650	32x6	32x6
Indiana 11	1 1/4	1425	Her OX	4	4 x5	25.6	Pb	Str	Gra	Aut	Br-L	31	U	3	Cla B 365	Sp	24.48	R	R	129 1/2	3500	30x5	30x5
Indiana 111	1 1/2	1630	Her OX	4	4 x5	25.6	Pb	Str	Gra	Aut	Br-L	31	U	3	Cla B 509	Sp	26.4	R	R	129 1/2	3600	30x5	32x6
Indiana 111 XW	2	1850	Con OXP	4	4 x5	25.6	Pb	Str	Vac	Eis	Br-L	35	U	4	Wis 4611	2R	30.14	R	Tr	120	3740	32x6	32x6D
Indiana 120	2	1990	Con 30 B	6	4 x4 1/8	38.4	Pb	Str	P	Aut	Br-L	35	U	4	Tim 54003 H	Sp	—	4	Tr	156	5200	32x6	32x6D
Indiana 140	2	2495	Con 30 B	6	4 x4 1/8	38.4	Pb	Str	P	Aut	Br-L	35	U	4	Wis 4916 L	2R	—	4V	Tr	156	5500	32x6	32x6D
Indiana 115 A	2 1/2	2740	Her OXCP	4	4 1/4x5	28.9	Pb	Str	Vac	Eis	Br-L	35	U	4	Cla B 720	Sp	42.99	R	Tr	132	4970	32x6	34x7D
Indiana 615 A	2 1/2	3070	Wis Y	6	3 3/8x5	27.34	Pb	Str	Vac	Eis	Br-L	35	U	4	Cla B 720	Sp	46.29	R	Tr	136	5160	32x6	34x7D
Indiana 126	3	3780	Her L	4	4 1/2x3 3/4	32.4	Pb	Str	Vac	Eis	Br-L	55-7	C	7	Tim 65704 S P	Wo	80.7	R	J	162 1/2	7400	36x5S	36x10S
Indiana 626	3	4185	Wis H	6	4 x5	38.40	Pb	Str	Vac	Eis	Br-L	55-7	C	7	Tim 65704 S P	Wo	73.6	R	J	168 1/2	7625	36x5S	36x10S
Indiana 627	3	3725	Wis H	6	4 x5	38.40	Pb	Str	Vac	Aut	Br-L	55-4	U	4	Cla B 720	Sp	42.8	R	D	168 3/4	6500	32x6	38x9
Indiana 127 AW	3	3775	Her K	4	4 1/4x5	28.90	Pb	Str	Vac	Eis	Br-L	51-5	U	5	Wis 1228	2R	41.72	RV	D	158 1/4	7000	34x7	34x7D
Indiana 627 AW	3	4075	Wis H	6	4 x5	38.40	Pb	Str	Vac	Eis	Br-L	51-5	U	5	Wis 1228	2R	41.72	RV	D	156 1/4	7200	34x7	34x7D
Indiana 638	4	4955	Wis H	6	4 x5	38.40	Pb	Str	Vac	Eis	Br-L	60-7	C	7	Tim 66700 S P	Wo	83.1	R	J	174 1/4	8100	36x5S	36x12S
Indiana 290	7	7250	Con 36 B	6	4 3/8x5 3/4	54.15	Pb	Str	P	L-N	Br-L	70-7	C	7	Tim 68703 E	Wo	—	4W	D	182	10750	38x7	40x14S
Indiana 640	10	9700	Con 36 B	6	4 3/8x5 3/4	54.15	Pb	Str	P	L-N	Br-L	70-7	C	7	Tim 6 Wh	Wo	—	4RW	D	212	14000	38x7	36x10S
Int. Harvester Sp. Del.	3/4	720	Wak X A	4	3 1/2x4 1/2	19.6	Pb	Zen	Vac	DR	Mec	U	3	Eat 502 R	Sp	15.1	4	2	124	2200	30x5.25	30x5.25
Int. Harv. 6 Spd. Spec.	1	820	Wak X A	4	3 1/2x4 1/2	19.6	Pb	Zen	Vac	DR	Mec	U	3	Eat 1124	Sp	*52.6	4	2	124	2430	30x5	30x5
Int. Harvester S-24	1 1/4	1160	Lyc C T	4	3 3/4x5	22.5	Pw	Zen	Vac	DR	Own	U	3	Eat 1002	Sp	21.3	4	2	130	3200	30x5	30x5
Int. Harvester S-26	1 1/4	1310	Lyc 4 S L	6	3 1/4x4 1/2	25.3	Pb	Zen	Vac	DR	Own	U	3	Eat 1002	Sp	21.3	4	2	130	3250	30x5	30x5
Int. Harvester SF-34	1 1/2	1450	Lyc C T	4	3 3/4x5	22.5	Pw	Zen	Vac	DR	Own	U	3	Eat 1502	Sp	22.6	4	2	*140	3520	30x5	32x6
Int. Harvester SF-36	1 1/2	1600	Lyc 4 S L	6	3 1/4x4 1/2	25.3	Pb	Zen	Vac	DR	Own	U	3	Eat 1502	Sp	22.6	4	2	*140	3570	30x5	32x6
Int. Harvester SD-44	2	1590	Lyc C T	4	3 3/4 x5	22.5	Pw	Zen	Vac	AB	Own	U	4	Eat 2002	Sp	40.6	4	2	117	3700	30x5	32x6
Int. Harvester SD-46	2	1740	Lyc 4 S L	6	3 1/4x4 1/2	25.3	Pb	Zen	Vac	AB	Own	U	4	Eat 2002	Sp	40.6	4	2	117	3750	30x5	32x6
Int. Harvester SF-46	2	1950	Lyc 4 S L	6	3 1/4x4 1/2	25.3	Pb	Zen	Vac	DR	Own	U	4	Eat 2002	Sp	40.6	4	2	*140	4000	32x6	32x6D
Int. Harvester A-4	2	1985	Own-FBB	6	3 5/8x4 1/2	31.5	Pb	Zen	Vac	DR	Own	U	5	Eat 1712	Sp	47.8	4	2	*145	5070	32x6	32x6D
Int. Harvester A-5	3	2550	Own-FBB	6	3 5/8x4 1/2	31.5	Pb	Zen	Vac	DR	Own	U	5	Eat 2112	Sp	52.6	4	2	*156	5606	34x7	34x7D
Int. Harvester HS-54	2 1/2	3850	Hall-S 151	4	4 1/4x5 1/2	28.9	Pb	Zen	Vac	RB	Own	U	5	Eat 54	2R	60.5	4	4	*148	8000	36x5S	36x8S
Int. Harvester HS-54-C	2 1/2	3850	Hall-S 151	4	4 1/4x5 1/2	28.9	Pb	Zen	Vac	RB	Own	U	5	Own A M 428	Ch	63.8	4	4	*148	8665	36x5S	36x10S
Int. Harvester W-1	2 1/2	3850	Hall-S 151	4	4 1/4x5 1/2	28.9	Pb	Zen	Vac	RB	Own	U	5	Eat 58	2R	60.5	4	2	*148	8300	36x5S	36x8S
Int. Harvester HS-74	3 1/2	4850	Hall-S 152	4	4 3/4x5 1/2	36.1	Pb	Zen	Vac	RB	Own	U	5	Eat 74	2R	70.5	4	4	*160	10700	36x5S	40x12S
Int. Harvester HS-74-C	3 1/2	4850	Hall-S 152	4	4 3/4x5 1/2	36.1	Pb	Zen	Vac	RB	Own	U	5	Own A M 427	Ch	79.1	4	4	*160	11000	36x6S	40x12S
Int. Harvester W-3	3 1/2	4850	Hall-S 152	4	4 3/4x5 1/2	36.1	Pb	Zen	Vac	RB	Own	U	5	Eat 78	2R	70.5	4	2	*160	10125	36x6S	40x12S
Int. Harv's'r HS-104-C	5	5500	Hall-S 152	4	4 3/4 x5 1/2	36.1	Pb	Zen	Vac	RB	Own	U	5	Own A M 427	Ch	90.5	4	4	*160	11095	36x6S	40x14S
La France-Repub. A-1	*6000	990	Lyc	6	2 7/8x4 3/4	19.8	Pb	Zen	Vac	Aut	Ful	U	4	Tim	Sp	36.1	4	Tr	132	3000	5.50x20	32x6
La France-Repub. C-1	*7000	1295	Lyc	6	3 1/4x4 1/2	25.4	Pb	Zen	Vac	Aut	Br-L	U	4	Tim	Sp	29.1	4	Tr	144	3300	6.00x20	32x6
La France-Repub. D-1	*9000	1595	Lyc	6	3 1/4x4 1/2	25.4	Pb	Zen	Vac	Aut	Ful	U	4	Tim	Sp	37.9	4	Tr	144	3725	30x5	30x5D
La France-Repub. F-2	*13000	2395	Lyc	6	3 5/8 x5	31.5	Pb	Zen	Vac	Aut	Ful	U	4	Tim	Sp	40.1	4	D	174	5870	32x6	32x6D
La France-Repub. H-1	*15000	2985	Lyc	6	3 7/8x5	36.0	Pb	Zen	Vac	Aut	Ful	U	4	Eat	Sp	36.0	4	D	163	5850	34x7	34x7D
La France-Repub. L-1	*18000	3595	Lyc	6	3 7/8x5	36.0	Pb	Zen	Vac	Aut	Ful	U	4	Eat	2R	48.0	4	D	180	6900	36x8	36x8D
La France-Repub. M-1	*20000	3800	Wak	6	4 x4 3/4	38.4	Pb	Zen	Vac	Aut	Ful	U	5	Eat	2R	62.3	R	D	171	6900	36x8	36x8D
Mack AB	2 1/2-3	3950	Own	4	4 1/4 x5	28.9	Pb	Str	Gra	RB	Own	U	4	Own	2R	Opt	R	D	2-Opt	——	36x4S	36x8S
††Mack BJ	3 1/2-5	6150	Own	6	4 1/2x5 1/2	48.6	Pb	Str	Vac	NE	Own	C	4	Own	2R	Opt	4	D	3-Opt	——	36x8	36x8D
††Mack AK	3 1/2-5	5150	Own	4	5 x6	40.0	Pb	Str	Gra	RB	Own	J	4	Own	Ch	Opt	4	J	3-Opt	——	36x5S	36x5DS
††Mack AK	3 1/2-5	5250	Own	4	5 x6	40.0	Pb	Str	Gra	RB	Own	C	4	Own	2R	Opt	4	D	3-Opt	——	36x5S	36x5DS
††Mack AC	3 1/2-5	4950	Own	4	5 x6	40.0	Pb	Str	Gra	RB	Own	J	4	Own	Ch	Opt	J	R	3-Opt	——	36x5S	40x10S
††Mack AC	5 1/2-7	5500	Own	4	5 x6	40.0	Pb	Str	Gra	RB	Own	J	4	Own	Ch	Opt	J	R	3-Opt	——	36x6S	40x12S
††Mack AC	7 1/2	6000	Own	4	5 x6	40.0	Pb	Str	Gra	RB	Own	J	4	Own	Ch	Opt	J	R	3-Opt	——	36x7S	40x14S
††Mack AP	7 1/2	9500	Own	6	5 x6	60.0	Pb	Str	Gra	NE	Own	J	4	Own	Ch	Opt	R	J	191	——	36x7S	40x8DS
Mack BL	1	2500	Own	6	3 1/4x5	26.39	Pw	Str	Vac	NE	Own	U	4	Own	Sp	Opt	4	D	148	——	B6.00x20	DB6.00x20
††Mack BG	1 1/2	3000	Own	6	3 5/8x5	31.57	Pw	Str	Vac	NE	Own	U	4	Own	Sp	Opt	4	D	138-156	——	32x6	D32x6
††Mack AB	2 1/2-3	3500	Own	4	4 1/4 x5	28.9	Pb	Str	Gra	RB	Own	U	4	Own	Ch	Opt	R	D	2-Opt	——	36x4S	36x8S
Mack AB	2 1/2-3	4750	Own	6	3 5/8x5	31.57	Pw	Str	Vac	NE	Own	U	4	Own	2R	Opt	R	D	2-Opt	——	34x7	D34x7
††Mack AB	2 1/2-3	4300	Own	6	3 5/8x5	31.57	Pw	Str	Vac	NE	Own	U	4	Own	Ch	Opt	R	D	2-Opt	——	34x7	D34x7
††Mack BC	3 1/2-4	5250	Own	6	4 x5 1/2	38.4	Pb	Str	Vac	NE	Own	U	4	Own	2R	Opt	4	D	2-Opt	——	34x7	D36x8
††Mack BC	3 1/2-4	4250	Own	4	4 1/4 x5	28.9	Pb	Str	Gra	RB	Own	U	4	Own	2R	Opt	4	D	2-Opt	——	36x5S	36x5DS
Mack AC 6-wheel	10	7500	Own	4	5 x6	40.0	Pb	Str	Gra	RB	Own	J	4	Own	Ch	Opt	4R	J	3-Opt	——	36x7S	40x12S
Mack AP 6-wheel	10	12000	Own	6	5 x6	60.0	Pb	Str	Gra	NE	Own	J	4	Own	Ch	Opt	4R	J	3-Opt	——	36x7	40x12S
Paige	3/4	860	Own	6	3 1/4 x4 1/2	25.35	Pb	DL	P	DR	W-G	U	3	Sal	Sp	17.36	4	Tr	115	2465	B5.50x19	B5.50x19
Relay Series S 11	1	1700	Bud H S 6	6	3 3/8x4 1/2	27.3	PC	Zen	Vac	Aut	Br-L	U	4	Own	Relay	25.7	4	D	142	4050	30x5	30x5
Relay Series S 11	1 1/2	1900	Bud H S 6	6	3 3/8x4 1/2	27.3	PC	Zen	Vac	Aut	Br-L	U	4	Own	Relay	25.7	4	D	162	4500	30x5	D30x5
Relay Series 40	1 1/2	2990	Bud D S 6	6	3 5/8 x5	31.2	PC	Zen	Vac	Aut	Br-L	U	4	Own	Relay	34.5	4	D	168	5300	34x5	D34x5
Relay Series S 11	2	2030	Bud H S 6	6	3 3/8x4 1/2	27.3	PC	Zen	Vac	Aut	Br-L	U	4	Own	Relay	30.0	4	D	162	4700	32x6	D32x6
Relay Series 40	2	3240	Bud D S 6	6	3 5/8x5	31.5	PC	Zen	Vac	Aut	Br-L	U	4	Own	Relay	34.5	4	D	168	5500	36x6	D36x6
Relay Series 50	2	3860	Bud D W 6	6	3 3/4x5	33.7	PC	Zen	Vac	Aut	Br-L	U	5	Own	Relay	58.5	4	D	161	6800	36x6	D36x6
Relay Series 40	2 1/2	3240	Bud D S 6	6	3 5/8 x5	31.5	PC	Zen	Vac	Aut	Br-L	U	4	Own	Relay	34.5	4	D	168	5700	36x6	D36x6
Relay Series 50	2 1/2	3950	Bud D W 6	6	3 3/4 x5	33.7	PC	Lon	Vac	Aut	Br-L	U	5	Own	Relay	58.5	4	D	161	7000	36x6	D38x7
Relay Series 60	2 1/2	4530	Bud B U S	6	4 x5 1/8	38.4	PC	Lon	Vac	Aut	Br-L	U	5	Own	Relay	58.5	4	D	175	7350	36x6	D36x6
Relay Series 50	3	4130	Bud D W 6	6	3 3/4 x5	33.7	PC	Lon	Vac	Aut	Br-L	U	5	Own	Relay	58.5	4	D	161	7200	36x6	D40x8
Relay Series 60	3	4595	Bud B U S	6	4 x5 1/8	38.4	PC	Lon	Vac	Aut	Br-L	U	5	Own	Relay	58.5	4	D	175	7500	36x6	D38x7
Relay Series 80	3	5250	Bud B A 6	6	4 1/8 x5 1/8	40.8	PC	Lon	Vac	Aut	Br-L	U	8	Own	Relay	84.18	4	D	175	8400	36x6	S40x10
Relay Series 60	3 1/2	4745	Bud B U S	6	4 x5 1/8	38.4	PC	Lon	Vac	Aut	Br-L	U	5	Own	Relay	58.5	4	D	175	7800	38x7	D40x8
Relay Series 80	3 1/2	5330	Bud B A	6	4 1/8x5 1/8	40.8	PC	Lon	Vac	Aut	Cov	A	8	Own	Relay	84.18	4	D	175	8600	36x6	S40x12
Relay Series 80	4	5380	Bud B A	6	4 1/8x5 1/8	40.8	PC	Lon	Vac	Aut	Cov	A	8	Own	Relay	84.18	4	D	175	8800	38x7	S40x14
Reo 15 Junior	1/2	785	Con 16 E	6	3 3/8 x4	27.3	Pb	Sch	P	DR	W-G	U	3	Sal	Sp	14.63	4	Tr	115	2290	6.00x18	6.00x18
Reo D A	1	995	Con 16 E	6	3 3/8 x4	27.3	Pb	Sch	Vac	DR	W-G	U	3	Own	Sp	18.4	4	Tr	123	2755	30x5	30x5
Reo D F	1	1095	Own C B	6	3 3/8 x5	27.3	Pb	Sch	P	DR	Own	U	3	Own	Sp	17.1	4	Tr	135	3200	6.00x20	32x6
Reo F A	1 1/2	1295	Own	6	3 3/8x5	27.3	Pb	Sch	Vac	DR	Own	U	4	Own	Sp	22.96	4	Tr	137	3525	32x6	32x6
Reo F E	1 1/2	1395	Own	6	3 3/8x5	27.3	Pb	Sch	Vac	DR	Own	U	4	Own	Sp	22.96	4	Tr	152	3700	32x6	32x6
Reo F H	2	1595	Own	6	3 3/8x5	27.3	Pb	Sch	Vac	DR	Own	U	4	Own	Sp	37.6	4	Tr	142	4165	32x6	32x6D
Reo F C	2	1645	Own	6	3 3/8x5	27.3	Pb	Sch	Vac	DR	Own	U	4	Own	Sp	37.62	4	Tr	152	4025	32x6	32x6D
Reo F D	2	1745	Own	6	3 3/8x5	27.3	Pb	Sch	Vac	DR	Own	U	4	Own	Sp	37.62	4	Tr	168	4075	32x6	32x6D
Reo G A	3	2035	Own	6	3 3/8x5	27.3	Pb	Sch	Vac	DR	Own	U	4	Own	Sp	41.05	4	Tr	163	4625	32x6	32x6D

Major Specifications and Mechanical Details of 1930 Commercial Cars Built in the United States

Make and Model	Capacity—Tons	Chassis Price	Engine	No. of Cyl.	Bore and Stroke	Tax H. P.	Oil System	Carburetor	Fuel Feed	Ignit. System	Gear Set	Location	No. Spds. For.	Rear Axle	Final Drive	Reduction in Low	Brakes, Foot	Brakes, Hand	Standard Wheel Base	Chassis Weight	Standard Tire Sizes Front	Rear
Reo G C	3	2140	Own	6	3⅜x5	27.3	Pb	Sch	Vac	DR	Own	U	4	Own	Sp	41.05	4	Tr	179	4850	32x6	32x6D
Reo G D	3	1985	Own	6	3⅜x5	27.3	Pb	Sch	Vac	DR	Own	U	4	Own	Sp	46.2	4	Tr	144	4570	32x6	32x6D
Rugby ½ T	½	655	Con	6	3¼x4	25.4	Pb	Str	AC	Aut	Own	U	3	Own	Sp	15.6	4	4	—	2160	29x5	29x5
Rugby 6-15	1	865	Con	6	3¼x4	25.4	Pb	Str	AC	Aut	Br-L	U	4	Sal	Sp	34.49	4	Tr	135	2900	20x5.50	32x6
Selden 7 C	1	1098	Con	6	2⅜x4¾	19.84	Pb	Zen	Vac	Aut	BB	U	3	Tim	Sp	—	4	D	124	3600	30x5	30x5
Selden 17 C	1½	1500	Con	6	3⅜x4	27.3	Pb	Zen	Vac	Aut	Br-L	U	4	Tim	Sp	—	4	D	142	3900	32x6	32x6
Selden 317 C	1½	3900	Con	6	3⅜x4⅝	27.34	Pb	Str	Vac	Aut	Br-L	U	4	Tim	Sp	—	4	D	142	3900	32x6	32x6
Selden 37 C	2	1935	Con	6	3¾x4⅝	27.34	Pb	Str	Vac	Aut	Br-L	U	4	Tim	Sp	—	4	D	151	4800	32x6	32x6D
Selden 39 C	2½	2920	Con	6	4 x4⅛	38.4	Pb	Str	Vac	Aut	Br-L	U	4	Tim	Sp	—	4	D	164	5800	32x6	32x6D
Selden 47 C B	3½	3785	Con	6	4 x4½	38.4	Pb	Str	Vac	Aut	Br-L	U	4	Tim	Sp	—	4	D	171	7200	34x7	34x7D
Selden 47 C D	4	4435	Con	6	4 x4½	38.4	Pb	Str	Vac	Aut	Br-L	U	5	Wis	2R	—	4	D	171	7600	36x8	36x8D
Selden 67 C	5	4975	Con	6	4⅜x4¾	45.94	Pb	Str	Vac	Aut	Br-L	U	7	Wis	2R	—	4	D	171	8700	36x8	36x8D
Selden 77	7	7365	Con	6	4¾x5¾	54.15	Pb	Str	Vac	Aut	Br-L	U	7	Wis	2R	—	4	D	178	12000	36x7	40x7D
Service Series S 11	1	1600	Bud H S 6	6	3⅜x4½	27.3	PC	Zen	Vac	Aut	Br-L	U	4	Col	Sp	25.5	4	D	142	3900	30x5	30x5
Service Series S 11	1½	1900	Bud H S 6	6	3⅜x4½	27.3	PC	Zen	Vac	Aut	Br-L	U	4	Tim	Sp	29.2	4	D	162	4300	30x5	D30x5
Service Series 40	1½	2990	Bud D S 6	6	3⅝x5	31.5	PC	Zen	Vac	Aut	Br-L	U	4	Tim	Wo	34.8	4	D	168	4700	34x5	D34x5
Service Series S 11	2	2030	Bud H S 6	6	3⅜x4½	27.3	PC	Zen	Vac	Aut	Br-L	U	4	Tim	Sp	29.2	4	D	162	4500	32x6	D32x6
Service Series 40	2	3240	Bud D S 6	6	3⅝x5	31.5	PC	Zen	Vac	Aut	Br-L	U	4	Tim	Wo	34.8	4	D	168	4900	36x6	D36x6
Service Series 40	2½	3240	Bud D S 6	6	3⅝x5	31.5	PC	Zen	Vac	Aut	Br-L	U	4	Tim	Wo	34.8	4	D	168	5100	36x6	D36x6
Service Series 60	2½	4580	Bud B U S	6	4 x5⅛	38.4	PC	Zen	Vac	Aut	Br-L	U	5	Tim	Wo	63.0	4	D	175	7000	36x6	36x6
Service Series 60	3	4680	Bud B U S	6	4 x5⅛	38.4	PC	Zen	Vac	Aut	Br-L	U	5	Tim	Wo	63.0	4	D	175	7100	36x6	D36x7
Service Series 80	3½	5250	Bud B A 6	6	4⅛x5⅛	40.8	PC	Zen	Vac	Aut	Br-L	A	7	Tim	Wo	98.2	4	D	175	8200	S36x6	S36x12
Service Series 80	4	5330	Bud B A 6	6	4⅛x5⅛	40.8	PC	Zen	Vac	Aut	Br-L	A	7	Tim	Wo	98.2	4	D	175	8400	S36x6	S36x14
Service Series 100	5	5830	Bud B A 6	6	4⅛x5⅛	40.8	PC	Zen	Vac	Aut	Br-L	A	7	Tim	Wo	98.2	4	D	175	9600	S36x6	S40x14
Stewart 30	1	695	Lyc AFE	4	3¾x4½	22.5	Pb	Str	Vac	DR	W-G	U	4	Sal	Sp	—	4	D	130	2905	6.50x20	6.50x20
Stewart 30 X	1	795	Lyc WRG	6	2⅞x4½	19.8	Pb	Str	Vac	DR	W-G	U	4	Sal	Sp	—	4	D	130	2965	6.50x20	6.50x20
*Stewart 16 A	1¼	1195	Lyc CT	4	3¾x5	22.5	Pb	Str	Vac	DR	W-G	U	4	Cla	Sp	24.0	4	D	130	3526	32x6	32x6
*Stewart 16 XA	1¼	1195	Lyc 4 SL	6	3¼x4½	25.3	Pb	Str	Vac	DR	W-G	U	4	Cla	Sp	24.0	4	D	130	3526	32x6	32x6
Stewart 28 X	1½	1495	Lyc 4 SL	6	3¼x4½	25.3	Pb	Str	Vac	DR	Ful	U	4	Cla	Sp	27.3	4	D	136	3840	30x5	30x5D
Stewart 29 X	2	1695	Lyc 4 SL	6	3¼x4½	25.3	Pb	Str	Vac	DR	Ful	U	4	Cla	Sp	27.3	4	D	145	4188	32x6	32x6D
Stewart 26 X W	2	2290	Lyc TF	6	3⅝x5	31.5	Pw	Str	Vac	DR	Ful	U	4	Tim	Wo	29.0	4	D	165	5095	32x6	32x6D
*Stewart 18 X	2½	2690	Lyc TF	6	3⅝x5	31.5	Pw	Str	Vac	DR	Ful	U	4	Tim	Wo	29.0	4	D	165	5788	32x6	32x6D
Stewart 32 X	2½	1990	Lyc ASA	6	3⅝x4¾	31.54	Pw	Str	Vac	DR	Ful	U	4	Cla	Sp	7.25:1	4	D	165	5100	32x6	32x6D
Stewart 33 X	3	3290	Lyc TS	6	3⅞x5	36.2	Pw	Str	Vac	DR	Ful	U	4	Tim	Wo	7.25:1	4	D	165	6450	34x7	34x7D
Stewart 19 X	3½	3690	Lyc TS	6	3⅞x5	36.2	Pw	Str	Vac	DR	Ful	C	12	Tim	Wo	105.1	4	D	165	6990	36x5	36x10
Stewart 31 X	5	4990	Wak 6 RSL	6	4⅜x5⅛	45.9	Pw	Str	Vac	DR	Ful	C	8	Tim	Wo	10.5:1	4	D	165	8400	36x6S	36x6SD
Stewart 27 X	6-7	5700	Wak 6 RSL	6	4⅜x5⅛	45.99	Pw	Str	Vac	DR	Ful	U	8	Tim	Wo	93.81	4	D	165	9927	36x7	40x7D
Studebaker GN-P	¾	845	Own	6	3⅜x4⅛	27.3	Pb	Str	P	DR	Own	U	3	Own	Sp	15.15	4	‡4	115	2465	6.00x19	6.00x19
Studebaker GN-S	1	1045	Own	6	3⅜x4⅛	27.3	Pb	Str	P	DR	Own	U	3	Own	Sp	13.8	4	D	130	2990	6.00x20	30x5
Studebaker GK-N	1	1095	Own	6	3⅜x4⅝	27.3	Pb	Str	P	DR	Own	U	3	Own	Sp	13.8	4	D	146	3000	30x5	30x5
Studebaker GN-N	*4000	1245	Own	6	3⅜x4⅛	27.3	Pb	Str	P	DR	Cla	U	4	Cla	Sp	33.5	4	D	146	3265	30x5	32x6
Studebaker 77	*12500	2895	Own	8	3½x4⅜	39.2	Pb	Str	P	DR	Ful	U	4	Eat	Sp	24.6	4V	D	158	5030	7.00x20	7.00x20D
Studebaker 88	*12500	3295	Own	8	3½x4⅜	39.2	Pb	Str	P	DR	Ful	U	4	Eat	Sp	24.6	4V	D	184	5200	7.50x20	7.50x20D
Studebaker 99	*14000	3795	Own	8	3½x4⅜	39.2	Pb	Str	P	DR	Ful	U	4	Eat	Sp	24.6	4V	D	184	5680	7.50x20	7.50x20D
Whippet 96 A	½	360	Own 96 A	4	3⅛x4¾	15.6	Pb	Til	Vac	Aut	Own	U	3	Own	Sp	14.74	4	R	103¼	1691	4.75x19	4.75x19
Willys Six 98 B	½	525	Own 98 B	6	3⅛x3⅞	25.35	Pb	Til	Vac	Aut	Own	U	3	Own	Sp	14.28	4	B	110	1903	5.00x19	5.00x19
Willys Six C-101	1½	695	Own 98 B	6	3¼x3⅞	25.35	Pb	Til	Vac	Aut	Cov	U	4	Cla	Sp	36.12	4	B	131	2675	5.50x20	5.50x20
†White 15 B	1	1545	Own GKA	4	3¾x5⅛	22.5	CS	Zen	Vac	L-N	Own	C	4	Own	Sp	18.6	R	R	133½	3242	30x5	30x5
†White 57	1¼	2725	Own GRC	4	4 x5¾	25.6	Pw	Zen	Vac	L-N	Own	U	4	Own	Sp	19.3	R	R	146	3755	32x6	32x6
†White 20 A	1½	2125	Own GKA	4	3¾x5⅛	22.5	CS	Zen	Vac	L-N	Own	C	4	Own	2R	32.1	R	R	145½	4412	34x5	34x5D
†White 56	2	3125	Own GRC	4	4 x5¾	25.6	Pw	Zen	Vac	Mag	Own	U	4	Own	Sp	26.2	R	D	165	5096	36x4S	36x7S
†White 51 A	2½	3750	Own GRB	4	4¼x5¾	28.9	Pw	Zen	Vac	Mag	Own	U	4	Own	Sp	35.5	R	D	170	6256	36x5S	36x8S
†White 55	3½	4650	Own GRB	4	4¼x5¾	28.9	Pw	Zen	Vac	Mag	Own	U	4	Own	IG	66.1	D	R	174	8512	36x5S	40x5SD
†White 52 T	3½	4700	Own GRB	4	4¼x5¾	28.9	Pw	Zen	Vac	Mag	Own	U	4	Own	— IG	76.5	D	R	129½	8236	36x5S	40x5SD
†White 52	5	5100	Own GRB	4	4¼x5¾	28.9	Pw	Zen	Vac	Mag	Own	U	5	Own	IG	92.3	D	R	174	9184	36x6S	40x12S
†*White 58	3	4400	Own GRB	4	4¼x5¾	28.9	Pw	Zen	Vac	Mag	Own	U	4	Own	IG	49.7 *	4	R	180	7535	36x5S	36x5SD
†White 60	1	1850	Own 2 A	6	3½x4½	29.4	Pw	Zen	Vac	DR	Own	U	3	Own	Sp	17.9	4	D	138	3562	30x5	30x5
†White 61	1½	2450	Own 2 A	6	3½x4½	29.4	Pw	Zen	Vac	DR	Own	U	4	Own	Sp	23.4	4	D	148	4612	30x5	30x5D
†White 59 A	7½	6000	Own 3 A	6	4 x5¼	38.4	Pw	Zen	P	L-N	Own	U	4	Own	Sp	66.5	D	R	155⅛	—	40x8	40x14S
Willys-Knight T-103	1½	825	Own KGT	6	2⅛x4⅜	20.7	Pb	Til	Vac	Aut	Cov	U	4	Cla	Sp	42.33	4	B	131	2808	5.50x20	30x5

GENERAL NOTATIONS

*†REFERENCE MARKS apply to individual lines only and explanations are given under the subdivision for each company in the "SPECIAL NOTATIONS."

CAPACITIES given in this table are in tons or fractions of tons. *Shows maximum allowable gross weight in pounds.

WHEEL BASES given are standard, but optional wheel bases are available in many cases.

ENGINE—Bud, Buda; Con., Continental; Her, Hercules; Kgt, Knight; Lyc, Lycoming; Wak Waukesha; Wis, Wisconsin. Hail, American Car & Foundry.

LUBRICATION—Pb, pressure lubrication to main and connecting rod bearings; Pw, full pressure lubrication to all bearings, including wrist-pins; CS, circulating splash; Sp, Splash.

CARBURETOR—Car, Carter; Mar, Marvel; Sch, Wheeler-Schebler; Str, Stromberg; DL, Detroit Lubricator; Til, Tillotson; Zen, Zenith-Detroit.

FUEL FEED—Gra, Gravity; Vac, Vacuum tank; P, Fuel pump.

IGNITION — AB, American-Bosch; Aut, Electric Auto-Lite; Eis, Eisemann; L-N, Loece-Neville; N-E, North East; RB, Robert Bosch; D R, Delco-Remy; Mag, Magneto.

TRANSMISSION—Br, L, Brown-Lipe; Cov, Covert; Ful, Fuller; Mec, Mechanics Machine; Mun, Muncie; W-G, Warner Gear; Cotta, Cotta Gear Co.

LOCATION—C Center, Amid; U, in unit with engine.

REAR AXLE—Cla, Clark Equipment; Col, Columbia; Eat, Eaton; Sal, Salisbury; Tim, Timken, Wis, Wisconsin.

FINAL DRIVE—IG, Internal gear; St, Straight bevel; Sp, Spiral bevel; Wo, Worm; 2R, Double reduction; Ch, Chain; Relay, Relay drive.

BRAKES—J, Jack shaft; R, Rear wheels; D, Drive shaft; 4, four-wheel; Tr, Transmission; V, Vacuum booster; W, Westinghouse air brake. B, Both front and rear wheels.

TIRES—B, Balloon; D, Dual; S, Solid.

SPECIAL NOTATIONS

AMERICAN-LA FRANCE

*Chief model also available as 2½-ton model, 34x7 tire, dual rear, weight 6,400. Price $3,900.

Chieftain model also available as Dump Truck, 160-inch wheel base.

Balloon tires optional on Chief, Chieftain and Big Chief models.

AUTOCAR

†Engines in these models are located under the driver's seat.

DAY-ELDER

Models GF and HF also available in 186-inch wheel base.

Model JP also available in the following wheel bases: 165, 180 and 204 inches.

Model KF also available in 202-inch wheel base and tractor 149.

DURANT LINE

*Price includes panel body.

GENERAL MOTORS TRUCK LINE

*Capacity indicated for each chassis is the recommended gross weight without exceeding rated capacity of tires. The tire size does not affect the straight rating for which chassis is guaranteed and each model is designed to operate satisfactorily under average conditions with loads giving a total gross weight (chassis, body, equipment and payload) equal to straight rating given below. The additional standard wheel base lengths, the number of additional tire types (tire combinations—each type carrying a recommended gross weight) and the ton range on a nominal payload basis for each model is given below.

Model	Straight Rating	Additional Wh. Bases, ins.	Addit'l Tire Types	Pay'l Range
T-11	3800	None	None	½
T-15	5400	141	2	¾
T-17	6500	141	6	¾-1¼
T-19	8500	141, 152	16	1-2
T-25	8500	141, 152	11	1-1¾
T-30	11000	152, 164	12	1½-2½
T-42	14000	152, 164, 181	10	2-3½
T-44	15000	152, 164, 181	10	2-4
T-60	18500	166¾, 184½, 200¼	16	2½-4½
T-82	22000	167½, 185¼, 201	10	3-6
T-90	28000	201, 226	5	5-7½

Optional rear axle ratios are available for all models.

F. W. D.

*Indicates six-wheel model. Special power take-off transmission, which provides 3 power take offs which may be operated in any transmission speed, optional on all models.

GRAMM

*Models B, C, D and E are furnished in three wheel base lengths—others on request.

*Models GY and GYB also available in 190-inch wheel base.

*Models HY and HYB also available in 210-inch wheel base.
Tire sizes and electrical equipment optional, depending upon type of service—coach or van.

*Model O Series, Large engine, pneumatic tires, special wheel bases optional at extra cost.

*Model T Series, Large engine, pneumatic tires, special wheel bases and 8 speed transmission optional at extra cost.

MACK LINE

Other wheel bases furnished on all truck models.

On 6-wheel jobs 4 rear wheels driven by chains, foot brake on 4 rear wheels.

HYP.—Hypoid drive, single reduction.

††Made also in tractor models.

REO LINE

RD2, at $5,450 on 180-inch wheel base.

*Tonner in wheel base, 123, 138; 1½-ton in wheel base, 137, 156, 152; 2-ton in wheel base, 152, 168; 3-ton in wheel base, 168, 179, 184.

RUGBY

F—Chassis weight includes body.

STEWART LINE

Model 30 and 30X can also be supplied in 120 and 140-inch wheel base.

*Models 16A and 16XA can be supplied in 145-inch and 160-inch wheel base.

Model 28X can be supplied in 145, 160 and 176-inch wheel base.

Model 29X can be supplied in 160 and 176-inch wheel base.

*Model 26XW can be supplied in 148, 176 and 190-inch wheel base.

*Models 18X, 32X and 33X can be supplied in 148, 190 and 220-inch wheel base.

*Models 19X, 31X and 27X can be supplied in 148, 172, 190, 220 and 235-inch wheel base.

STUDEBAKER LINE

*Capacity Model GN-N is 4,000 lbs. for body, cab, driver and payload.

Maximum gross load, chassis, body and payload for Models 77 and 88 is 12,500 lbs. and for Model 99 is 14,000 lbs.

‡Hand brake same as foot brake, standard. Hand brake on drive shaft, special equipment.

New Dealer Appointments By States and Makes

MARYLAND

Hupmobile—College Park Auto Place, College Park.

MAINE

Durant—Ralph Roberts, Perham.

Graham-Paige—Louis J. Ford, Sanford.

Hupmobile—Glen H. Holt, Hinckley; A. F. Daniel Motor Company Augusta.

MASSACHUSETTS

Graham-Paige—Parkway Auto Service, South Boston.

Pierce-Arrow—Lalli Motors Company, Brockton; John R. Look, Edgartown; Hingham Motor Company, Hingham.

Hupmobile—Coffin Motor Company, Cambridge; Coggeshall Motor Company, Newton; Lerner Motor Sales, Dorchester; Maxim Motor Company, Middleboro; Chelsea City Garage, Chelsea; John Leal Motor Sales, Somerville.

Auburn—J. M. Clayton, Haverhill.

MICHIGAN

Durant—Woodys Garage, Grass Lake; Storm & Woodliff, Parma.

Graham-Paige—Jule Duquaine Motor Sales, Menominee; Henry W. Belisle, River Rouge.

Pierce-Arrow—Washtenaw Motor Company, Ann Arbor; Gogebic Auto Company, Ironwood; C. E. Miller, Wayne; Fountain & Flood, Wyandotte.

Hupmobile—Walter Selin, Rock.

Auburn—Argentati Garage, Iron Mountain.

Marmon-Roosevelt—Fred L. Staley, Bay City.

MINNESOTA

Reo—Morris Service Garage, Morristown; Range Reo Company, Virginia.

Graham-Paige—George Therrian, Hibbing; Motor Service Company, St. Cloud.

Hupmobile—Security Service Garage, Hibbing.

Auburn—Auburn-Minnesota Company (distributor), Minneapolis; Western Motor Sales, Winona; Carl's Auto Service, Clarisso.

Marmon-Roosevelt—I. F. Fulmer, Luverne.

MISSISSIPPI

Auburn—Luther Hill Motor Company (distributor), Laurel.

MISSOURI

Auburn—R. B. Roberts, Caboot.

NEBRASKA

Reo—Charles N. Nielsen, St. Paul; Alvin Keller, Fremont; Henkens & Egly, Chadron; L. J. Deets & Sons, Kearney; C. C. Kendrick, North Bend.

Hupmobile—Harding Motor Company, Humboldt.

NEW HAMPSHIRE

Reo—Gonyea Motor Car Company, Claremont.

Auburn—J. A. Smith, Laconia.

NEW JERSEY

Hupmobile—Wilkinson Brothers, Oxford; John F. Perry, Glassboro.

Auburn—Court House Garage, Inc., Elizabeth; Fred R. Tornquist, Hightstown; Auburn-Cord Lakewood Corporation, Lakewood.

NEW YORK

Reo—Carl N. Emerling, Boston.

Graham-Paige—R. W. Hawkes, Beacon; Kattenhorn's Garage, Mabbettsville; Baird's Garage, Sanitaria Springs; Reliable Garage, Tappan; Ruger's Garage, Wallkill.

Durant—Thomas E. Norton, Port Leyden; Green Brothers, Watkins Glen.

Pierce-Arrow—Hamilton Auto Sales Company, Brooklyn; Brennan Auto Sales Corporation, Newburgh; Troy Automobile Exchange, Troy.

Hupmobile—Chester Garage, Port Washington; Arata's Garage, Seacliff; Mitteer & Wale, Liberty; Kingston Sales and Service, Kingston.

Auburn—L. H. McCarthy Sales, Rome; T. F. Hutchings, Riverhead, L. I.; Atlantic Motor Car Company, Inc., Brooklyn; Brennan Auto Sales Corporation, Newburgh; Rigg Motors, Inc., Brooklyn; G. & S. Garage, Nyack; Arverne Yacht Works, Port Washington, L. I.; C. L. Jenkins, Corinth; S. & P. Motor Sales, North Tonawanda; Riverview Garage, Ossining; L. H. Shaut, Little Falls.

Marmon-Roosevelt—Maynard R. Peck, North Cohocton.

MERCHANDISING ACCESSORIES EQUIPMENT

WHOLESALE

DISTRIBUTION SHOP EQUIPMENT REPLACEMENTS

STEVENS WALDEN OFFERS NEW MERCHANDISING IDEA

Driver-Seat Shop Utilizes Waste Space Between Gas Pumps Where Eye Of Driver Falls Naturally on Goods Displayed on Its Shelves.

STEVENS WALDEN, Inc. of Worcester, Mass., is placing before its jobbers the new "Driver-seat Shop," which it describes as offering an opportunity for the jobber to get back a real volume of accessories that has been going to the chain store.

In a letter to jobbers the company states:

"This is a real proposition if it is set up right—out of it will come results directly proportionate to the real merchandising effort put back of it. We are more than pleased to co-operate with you to put this over.

"Some one is going to cash in on the sales opportunity that exists on the gas station and no one is better equipped than the jobber to do this. If you will look back into sales history you will find that the accessory business left the jobber when the gasoline pump left the car dealer and the garage, and the reason is that customer contact went with it."

The driver-seat shop is a steel merchandising cabinet placed just beyond the gas pump where the eye of the driver of the car that is being "gassed" falls naturally on the goods displayed on its shelves.

As a merchandising idea it opens up not merely a new avenue for retail distribution (many service stations have been stocking accessories for years) but the first method of automatically offering the goods to the prospective purchaser when he or she has nothing else to do but look at them.

Stevens Walden, Inc., summarizes the two important viewpoints on its new product. First from the filling station owner's point of view:

Easy profits: Merchandise from the Driver-Seat Shop practically sells itself. No special effort on the part of the operator. No extra time is required. The profit is generally more than on the sale of gas. A "velvet" profit.

Attracts trade: The driver-seat shop stands out. It displays the merchandise right out in the open where everybody can see it. It attracts attention and marks the station as progressive and up to date.

Utilizes waste space: The driver-seat shop utilizes space that could not be otherwise profitably used. With small service stations, where space is limited, this is an important point.

Adds another service to the car owner: Competition among service stations is keen. By offering another service the station has a great chance of holding the old and gaining the new customer.

An accessory department at no cost: Even where accessories are carried, the station owner had to pay for counter show case, shelving and keeping stock in order. Here is a complete accessory department, costing only $2 or $3 rent a month, with no upkeep, no worry about theft or losses and no necessity for clerical attendance.

From the customer's point of view:

It attracts his attention: The driver-seat shop arouses his curiosity. He must look at it for it is placed where he cannot help but look at it while his car is being serviced.

It supplies his needs: The driver-seat shop displays merchandise in which he is sure to be interested. It may be an item he definitely intends to purchase, or it may be something he has never consciously thought of buying, but which he knows he wants when he sees it.

Saves time and bother: The driver-seat shop performs a definite service for the car owner by saving him the nuisance of chasing all over town for the piece of merchandise he wants. There is time enough while the tank is being filled for him to examine any thing in which he is interested.

Reputable merchandise: The driver-seat shop will only be sold to jobbers of high standing who in turn will handle only reputable lines. As these driver-seat shops will only be placed with regularly established stations, the car owner will feel safe in purchasing anything displayed.

He knows the service station: The majority of car owners patronize one station pretty regularly. They will naturally be interested in this new form of service displayed and will be anxious to try it out. And they will come back!

JOBBERS TAKE PART IN LINCOLN GOOD-WILL TOUR

Lincoln, Neb., May 15.—The entire fifty seats available for this city's second Chamber of Commerce good-will tour this spring were filled with jobbers and wholesalers. Lincoln wholesale and jobbing concerns handling automobile accesssories, parts and shop equipment, were well represented. According to Secretary Whitten of the chamber, there was an unusual spirit of co-operation that is "the making of a real jobber's town." "It used to be difficult to get even fifteen on such a trip," he said.

PORTLAND DEALERS FORM RETAIL CREDIT BRANCH

Portland, Ore., May 15.—A Portland automotive branch of the National Retail Credit Men's Association has been formed for the purpose of discussing repossessions, mechanics' liens and similar problems and to exchange credit memorandums. The group is made up of seventy persons, representing garages, repair shops, automobile dealers, service stations and all branches of the industry. G. E. Epton of the Gill Automotive Company is the president of the organization and Merle Brown of Braley & Graham has been elected secretary-treasurer.

MALLORY ELECTRIC NAMES DISTRIBUTOR IN TOLEDO

Toledo, Ohio, May 15.—The Mallory Electric Corporation, manufacturer of ignition products, has appointed the Atwood Battery Company, 315-321 Fifteenth Street, Toledo, as warehouse distributor and main service station for northwestern Ohio and southern Michigan. For the last fourteen years the Atwood Company has been distributor of the Prest-O-Lite line in this same territory. The latter agency will be continued.

WORLD BESTOS CORP. NAMES KIMBERLEY IN N. E. STATES

Paterson, N. J., May 15.—J. N. Kirk, sales manager of the World Bestos Corporation here, announces the appointment of F. L. Kimberley as district representative for the New England states. Mr. Kimberley has been in the automobile business for about twelve years and is well acquainted with the New England section. He is also a member of Booster Club No. 13.

Editor's Column

TRADE association executives this year are facing the most critical appraisal they have met within a decade, a leading observer of trade association activities declares. To hold the respect and support of their organizations in these trying business times, he continues, they must be able to point to an able program for helping the industries they represent.

"The recession in business last fall is responsible for the difficulties which now beset the trade executive," he explained. "Business men who had been contributing to the support of trade organizations found their markets and profits shrinking and turned to the associations for help. They demanded concrete returns for dues paid in. In most cases they got them. When they did not they either ousted the secretary or dropped their memberships.

"Associations failing to meet the emergency were headed by men who hadn't waked up to the changing tempo of business and who were content to drift along in apparently secure positions, believing that responsibility to the group and the industry was met by creating a congenial atmosphere at association meetings.

"The conscientious and able executive, however, is also confronted with difficulties. He is discovering that business men are under greater tension than formerly. Members find it more difficult to co-operate with competitors in their trade association activities and are less willing to give time to serve on committees. Relations between members are more strained when they do get together and the executive must be prepared to smooth over difficulties which arise as a result. Unless he can handle the situation diplomatically the association may be split up by factional disputes."

He advanced the suggestion that all trade executives adopt a policy of creating a contingency fund to finance enlarged programs of trade work during "off" business years.

"If an organization is able to finance intensive market surveys and sponsor other research activities which will provide new markets or work economies in production it can guide the industry into new channels of profit.

"The need for such activities is always felt most during times of depression, but as a general rule, the association is handicapped by a reduced income in such circumstances and forced to restrict, rather than expand, its activities.

"Business men want definite value from the meetings they attend, and visitors to association meetings now find that they are brought to order at the time scheduled and the time devoted entirely to business until adjournment. The same holds for annual conventions. Companies are no longer willing to finance trips to conventions, which are nothing more than outings, at their expense. The trade association has a valuable place in the present-day scheme of things, and most of them are demonstrating their worth. Those which are not, are passing out of the picture, and deservedly so," he concluded.

WITH less than 10,000 airplanes in operation, exclusive of the army and navy, there is not, with the exception of a few cases, sufficient business in replacement parts for aviation engines to warrant purchase of a stock by jobbers in the opinion of E. A. Watkins of the Watkins Manufacturing Company, talking on the subject before an N. S. P. A. group.

"This industry is practically controlled and operated by the government," Mr. Watkins says. "The government specifies that you must have licensed craft, tells you when the motor is ready to be flown, approves motors and license men as capable of flying and servicing the ship. Therefore the approach to the aviation industry for us is somewhat different than our approach to the automotive industry, due to the hazards inherent in flying."

Shop tools and equipment for servicing the automobile motor are largely the same as those needed for servicing the aviation engine, and jobber members are in an excellent position to handle airport service station requirements along this line.

In order to determine which jobber members are now contacting airport service departments, and to find out what business these contacts are producing the N. S. P. A. aeronautical committee will send out a questionnaire.

Provision is expected to be made at one of the jobbers' divisional meetings next November, for a discussion of this subject, to be led by L. H. Phelps, of Phelps-Roberts Corporation, Washington, and to be followed by informal reports from fifteen or twenty jobber members whose names will be selected from the returned questionnaire.

TRADE DISCOUNT IS LAHER PLAN

Dealers to Get Credit On All Relining At Branches

SEATTLE, WASH., May 15.—F. J. Laher, head of Laher Auto Springs Company, with plants in Seattle, Portland, Spokane, Oakland, San Francisco, Los Angeles and Salt Lake City, is spending two weeks in this territory.

His firm is expending $150,000 in improvements at the various plants, at all of them equipment being installed for brake service, in addition to the spring, trunk and bumper service, so long specialized in by the Laher institution.

Laher reports a site having been obtained for a new plant in Los Angeles, this to involve an investment of around $100,000. There will be about 25,000 feet of floor space.

At the Spokane plant a big addition has just been completed to house the brake service department.

That his firm will soon engage in the manufacture of spring covers, at the big Oakland plant, was a further announcement made by Laher.

"We are installing the brake service primarily to merchandise our new lining, known as Lasco brake lining," said Mr. Laher.

"We are going into brake service to sell brake lining and not to compete with the repair shop. To this end we have adopted something entirely new, known as the 'Laher repair shop compensation plan.' This means that not a single job of brake relining will be done by us without the customer's repair shop getting a discount on the job whether said repair shop sent the work to the Laher branch or not." The service will be available for all Lasco brake lining users and the repairman is invited to use the equipment.

"Business has been about the equal of last year with us," said Mr. Laher. "Our export trade to India, South America and the Orient, has been gaining, especially in springs. On the whole, conditions are very satisfactory."

Wholesale Brevities

Tacoma, Wash., May 15. — G. Frank Rhodes, president of the Rhodes Battery Manufacturing Company of Tacoma, has been named by the trade development bureau of the Tacoma Chamber of Commerce to head a trade extension campaign among Tacoma manufacturers and jobbers. Rhodes is active as president of the Tacoma Federation of Improvement Clubs, and is a member of the Young Men's Business Club and the City Planning Commission.

Newark, N. J., May 15.—W. J. Appe, Westinghouse Electric and Manufacturing Company, has been elected president of the Foreman's Safety Club of Newark. G. E. Maher, Oxweld Acetylene Company, was chosen vice-president.

Spartanburg, S. C., May 15.—J. S. Wingo & Co., one of the largest wholesale automobile accessory houses in this section of the state, has been incorporated with a capital of $15,000. Officers are J. T. Willard, president; A. C. Willard, vice-president; J. S. Wingo, secretary and treasurer.

Jackson, Miss., May 15 (UTPS).—A meeting of the sales organization of the Texas Company of central Mississippi was held here recently. M. A. Dyer, district manager of New Orleans was in charge of the meetings, which were held at the Hotel Edwards. F. R. Splawn, manager of the lubricating sales department of Houston, Tex., also attended.

Financial News: Range of Automotive Stocks

Sloan Sees Benefits in Preferred Stock Issue

NEW YORK, May 15.—Alfred P. Sloan, Jr., president of General Motors Corporation, in issuing the official call for a special meeting of stockholders on May 26 to vote on the proposal to authorize an issue of 6,000,000 shares of preferred stock with which to retire all the present outstanding senior securities and give a surplus for future expansion, made the following statement:

"It is believed the exchange proposed will benefit our senior security holders. They will receive, free from any Federal income tax, a new security enjoying the protective provision of the old and callable at a comparatively higher price. The corporation, on the other hand, benefits from a simplification of its senior security structure, a saving in the yearly dividend requirements and the prospect of relatively better selling prices for its preferred stock."

The 6,000,000 shares of new preferred stock will be issued in series which may differ in respect to dividend rate and to the amount payable on redemption, Mr. Sloan's statement pointed out. The series will rank equally and be identical in all other respects.

The plan calls for the creation of a series of 1,875,366 shares of preferred stock which will have a dividend rate of $5 a year, subject to redemption at $120 a share and accrued dividends.

This issue is to be offered presently in exchange for other senior securities. It will be known as preferred stock $5 series.

The plan provides that all series of new preferred stock shall have cumulative dividends taking precedence over all other classes except the 6 and 7 per cent. preferred and the 6 per cent. debenture stock. It also provides that all series of this preferred shall be entitled on dissolution to $100 a share and accrued dividends after the full dissolution of the excepted issues.

STEWART-WARNER MAY INCREASE DIVIDENDS LATER IN THIS YEAR

New York, May 15.—Reduction of the Stewart-Warner Corporation's quarterly dividend last month to 25 cents does not mean that the stock is on a $1 annual basis, C. B. Smith, president, declares in a letter to stockholders.

"The matter of dividend disbursement rates is subject to consideration at each regular quarterly meeting and the rate announced following any meeting applies to that quarter only, unless otherwise specifically stated in the announcement," he says. "This explanation is offered to remove some apparent misunderstanding concerning the intention of the directors on the matter of dividend declarations.

"The decision to pay in cash dividends on this occasion only one-half of the earnings of the first quarter was reached after careful weighing of all facts and conditions."

Net earnings for the first quarter were $656,010, equivalent to 51 cents a share on 1,298,919 shares, compared with $2,054,224, or $1.58 a share, in the first quarter of 1929. The balance sheet as of March 31, 1930, shows current assets of $14,154,922, current liabilities of $2,252,055 and surplus of $17,452,704.

OTHER FINANCIAL NEWS

CITIES SERVICE

Stockholders of Cities Service Company of record May 29 will receive right to purchase a new issue of convertible debentures at par in the ratio of $4 principal amount of the debentures for each share of common stock held. Rights must be exercised and debentures paid for on or before June 16.

Debentures are due 1950 and bear interest at the rate of 5 per cent. Between December 1, 1930, and June 1, 1931, these debentures may be exchanged for common stock at $27.50 per share. The conversion price increases $1.25 per share every six months until June 2, 1935, when it reaches $38.75 per share. The privilege expires December 1, 1935. The indenture will contain provisions designed to protect the conversion privilege against dilution.

DIVIDENDS

The quarterly dividend of 25 cents a share on the common stock of the Stewart-Warner Corporation is payable today. Dividend payments will be made at a later date to stockholders who own stock in the following companies as of this date: Campbell, Wyant & Cannon, Caterpillar Tractor, Checker Cab Manufacturing Company, Cities Service, Firestone Tire and Rubber, Link Belt, Packard Motor and Pines Winterfront.

WILCOX-RICH AND EATON

Time for deposit of Wilcox Rich B stock in the merger of the company with Eaton Axle and Spring has been extended until May 22. Company reports stock has been deposited in good volume and practically enough has been turned in at the present time to consummate the deal.

MULLINS ACQUIRES SALEM AMERICAN STEEL PLANT

Cleveland, May 15.—The Mullins Manufacturing Corporation has acquired the plant of the American Steel and Wire Company at Salem, O., which was vacated two years ago. The factory will be used for the production of boats and other products.

WISCONSIN NEW CAR SALES FOR 4 MONTHS EQUAL TO YEAR AGO

(Continued from Page 1)

four months period to the 1929 figure is an excellent achievement, in view of the sharp decline for the rest of the country.

Ford sales in the first four months in Wisconsin were 10,357, as against 8,351 a year ago, a gain of 2,006, or 24 per cent. For April Ford sales were 3,756, off 9 per cent. from April, 1929, and up 12 per cent. over March.

Chevrolet sales for the first four months in the state were 7,159, as against 7,727 a year ago, a decline of 7 per cent. Chevrolet's April registrations were 2,402, as against 3,081 a year ago, a drop of 37 per cent.

The feature of the first four months' business in Wisconsin was the large number of medium and higher priced cars that showed increased sales over a year ago. Among these were Chrysler, Hupmobile, Reo, Marmon, Auburn, Pierce-Arrow, La Salle, Franklin, Cadillac, Lincoln and Gardner. Other cars to set up increases were Oakland, Durant and Erskine.

Following are the April new car registrations in Wisconsin, as compared with March, 1930, and April, 1929:

	April 1930	Mar. 1930	April 1929
Ford	3,756	3,349	4,143
Chevrolet	2,402	2,483	3,081
Pontiac	380	368	780
Buick	293	235	448
Nash	262	218	580
Essex	257	295	990
Oldsmobile	229	236	389
Dodge	215	202	339
Plymouth	179	128	298
Chrysler	175	126	168
Willys	162	148	*
Studebaker	143	114	228
Oakland	126	124	138
Hudson	125	150	250
Durant	110	87	157
De Soto	107	89	165
Graham	105	85	179
Whippet	94	100	884
Erskine	67	44	39
Marquette	64	46	†
Hupmobile	47	54	50
Willys-Knight	37	28	138
Auburn	32	26	32
Packard	32	37	52
Reo	27	20	32
Marmon	21	22	18
Franklin	20	11	17
La Salle	16	13	25
Cadillac	14	11	10
Pierce-Arrow	14	13	14
Lincoln	11	1	3
Gardner	9	6	6
Viking	9	3	†
Cord	7	5	†
Peerless	7	7	19
Jordan	1	4	7
Miscellaneous	16	13	54
Totals	9,571	8,903	13,780

*Then the Whippet Six.
†Not in production.

Following are the Wisconsin new car registrations for the first four months of 1930, as compared with the corresponding period of 1929:

	1930	1929
Ford	10,357	8,351
Chevrolet	7,159	7,727
Pontiac	1,111	1,581
Essex	830	1,919
Buick	796	943
Nash	760	1,113
Dodge	704	925
Oldsmobile	675	816
Chrysler	465	379
Willys	435	*
Plymouth	421	535
Hudson	400	593
Studebaker	366	521
Oakland	338	298
Durant	315	302
De Soto	293	432
Graham	293	388
Erskine	177	81
Hupmobile	172	153
Marquette	150	†
Packard	126	104
Willys-Knight	89	249
Reo	79	68
Marmon	76	35
Auburn	73	70
Pierce-Arrow	53	29
La Salle	51	48
Franklin	46	37
Cadillac	40	38
Peerless	24	39
Lincoln	20	7
Viking	19	†
Gardner	18	16
Jordan	8	11
Miscellaneous	57	159
Totals	27,304	27,399

*Then the Whippet Six. †Not in production.

NEW YORK CURB EXCHANGE

Sales		High	Low	Close	Net Chge
68400	Cities Service	38¼	37½	38⅛	+ ½
500	do pf	93⅜	93	93⅜	+ ⅜
	Con Dia Fibre		No sales		
1800	Cord Corp	11½	11¼	11½	— ⅛
100	Doehler D C	17¼	17¼	17¼	— ¾
100	Durant Motor	4½	4⅜	4½	
	Fageol Motor		No sales		
	Fedders		No sales		
	Federal Mogul		No sales		
	Federal Screw		No sales		
	Fiat		No sales		
2100	Ford Canada	37	36	36	—1
3100	Ford France	12¾	12⅜	12¾	+ ¼
3500	Ford Ltd	19⅛	18⅝	19⅛	+ ⅛
	Franklin Mfg		No sales		
	Gen Tire & Rub		No sales		
	Gr'nf'ld T & D		No sales		
	Hall Lamp		No sales		
	Henney		No sales		
	Hood Rubber		No sales		
	India Tire		No sales		
	Isotta Fras		No sales		
	Jaeger		No sales		
700	Lakey	6⅛	5¾	5⅞	— ⅛
	McQuay Norris		No sales		
900	Na Rub Mach	18⅜	17⅛	17⅝	+ ⅛
1200	Paramount Cab	6¼	5⅞	6¼	+ ¼
	Perfect Circle		No sales		
	Pines Winter		No sales		
	Pitt Pl Glass		No sales		
	Rolls Royce Am		No sales		
	Ross Gear		No sales		
	Safe T Stat		No sales		
200	Seiberling	8⅞	8¼	8¼	— ¼
	Smith A O		No sales		
	Sparks With		No sales		
600	Stutz Motor	3	2⅞	2⅞	
	Thermoid Co		No sales		
	Triplex		No sales		
	Tung Sol		No sales		
	U S Asbestos		No sales		
100	Watson, J W	3½	3½	3½	
400	Wayne Pump	13¼	12¼	13¼	— ¼

NEW YORK OVER-THE-COUNTER

Div.		Bid	Asked
6	American Hard Rubber	65	75
8	Dixon (J) Crucible	168	175
3.50	Doehler Die Casting	37½	
7	do pf	85	
	Eisemann Magneto	22	
7	do pf	95	
	Rolls Royce Am		10
	do pf	11	15
	Standard Beth Elec	3¾	4½

CHICAGO STOCK EXCHANGE

Sales		High	Low	Last
50	Acme Steel	69	69	69
250	Allied Motor Ind	15	15	15
950	Allied Products	39½	38⅞	39
300	Auburn Auto	190	186	186
1900	Bendix Aviation	43	42	42
2750	Borg-Warner	39	38	38¼
100	do pf	100⅞	100⅞	100⅞
150	Chicago Yellow Cab	28½	28½	28½
3250	Cord Corp	11¾	11⅝	11½
300	Houdaille Hershey A	24	24	24
1650	do B	22⅛	21¾	22
200	Modine	66	65½	66
50	Muncie Gear A	7	7	7
50	do B	4⅞	4⅞	4⅞
50	Muskegon M S	22¾	22¾	22¾
100	Nachmann Springfld	17⅞	17½	17½
950	Noblitt Sparks	49⅞	48½	49¾
50	Pines Winterfront	35	35	35
200	Ross Gear	32	31½	32
50	Warchel pf	21⅜	21⅜	21⅜
100	Wayne Pump	13	13	13
200	do pf	35	35	35

CLEVELAND STOCK EXCHANGE

Sales		High	Low	Last
25	Geometric Stamping	14	14	14
20	Glidden pr pf	100	99⅞	100
25	India Tire	19	18	18
105	Mohawk Rubber	8¼	8	8
40	Seiberling Rubber	8¾	8⅛	8¾
5	do pf	42	42	42
80	Vilchek Tool	16	15½	16

DETROIT STOCK EXCHANGE

Sales		High	Low	Last
865	Bower Roller Bear	17⅛	16⅞	17⅛
400	Detroit Motor Bus	6	6	6
900	Detroit Electric Bus	10⅜	10¼	10¼
888	Excello	17⅜	17	17
275	Federal Screw	36⅝	36¼	36¼
200	Ford Motor Canada	37	37	37
455	G R Metalcraft	9¼	9¼	9¼
100	Gen Foundry M	10½	10½	10½
107	General Motors	49¼	49¼	49¼
780	Hall Lamp	13⅜	12⅞	13
410	Hutto Eng	7⅛	7⅛	7⅛
100	Jackson M S	15	15	15
100	Michigan Steel	75	75	75
510	MacAleer	24½	24½	24½
880	Pittsburgh Forge	22½	21⅞	21⅞
10	Parker Rustproof	113	113	113
200	Packard Motor	18¼	18¼	18¼
100	Reo Motor	10½	10½	10½
100	Timken Axle	19	19	19
300	Universal Products	24¾	24¼	24½
100	Wilcox Rich B	24	24	24

WEDNESDAY, MAY 14

NEW YORK STOCK EXCHANGE

Previous High	1930 Low	Div.		Sales	High	Low	Close	Net Change
28¼	11½	....	Advance Rumely	400	18⅞	18¼	18⅞	....
41¼	22	....	do pf	400	33	33	33	— ⅛
150⅜	118	3	Air Reduction	4,200	146⅞	145⅞	146¾	+ ⅞
2½	1⅜	....	Ajax Rubber	400	1⅞	1¾	1¾	....
68	49¼	3	Allis Chalmers	5,100	64¾	63¾	64½	+ ⅛
55½	34	....	Am. Bosch Magneto	500	40¼	39	40¼	+ 1¼
69⅞	54	3	Amer. Chain	100	62	62	62	— ⅛
101	75⅞	7	do pf	100	97	97	97	+ 1
4	2	....	Am.-La France	100	2¾	2¾	2¾	+ ⅛
263¾	175½	*4	Auburn	1,000	191¼	185½	185½	— 3½
57⅜	32⅞	2	Bendix Aviation	1,400	42⅝	41⅝	41⅝	— ⅜
69	47⅞	3	Bohn Aluminum	500	54⅞	54½	54⅞	+ ⅞
50½	32⅞	4	Borg-Warner	1,500	39¼	38	38	— 1½
22⅞	13½	....	Briggs Mfg. Co.	4,700	21⅞	21⅜	21¾	— ⅛
35½	21¼	2	Briggs & Stratton		No sales today			
21⅞	13	....	Brockway Motor	1,500	20⅞	18¾	20⅜	+ 1⅜
16⅜	9⅜	1	E. G. Budd Mfg.	200	12¾	12½	12½	+ ½
14⅝	8½	1	Budd Wheel	3,400	14⅛	14	14	
74	29⅞	1.60	Bullard	400	44½	44	44	— 1
79¾	54	*3	Caterpillar Tractor	1,700	75	74¾	75	....
67⅞	36	4.20	Checker Cab	3,200	46	44¾	44¾	— ¾
37	17½	....	Chicago Pneu. Tool	300	22½	22⅛	22⅛	— ⅜
32	26½	3	Chicago Yellow Cab		No sales today			
43	30½	3	Chrysler Corp.	7,100	36	34⅞	35½	....
44½	33	3	Clark Equipment	100	38½	38½	38½	+ ½
40¾	23⅜	2	Commercial Credit	2,100	31⅝	31¼	31¼	+ ¼
95	76¼	6.50	do pf	20	90	90	90	— 1
55	36⅛	†1.60	Comm'l Invest. Trust	300	42⅜	42⅜	42⅜	— ⅛
8¼	4¾	....	Continental Motors	300	5⅝	5½	5⅝	....
90½	64	*3.50	Cutler-Hammer	100	77	77	77	— ⅞
145½	112⅛	*4	Du Pont	3,000	133¼	131¼	131½	— ½
37¼	24⅛	3	Eaton Axle & Spring	400	29⅜	29¼	29¼	+ ¾
114⅞	81	6	Electric Auto-Lite	1,900	93⅞	92	92½	— 1⅜
79¼	68⅝	5	Electric Stor. Battery	400	71⅜	71⅛	71⅝	....
7⅝	3½	....	Emerson Brant		No sales today			
30⅜	13¼	2.50	Evans Auto Load	200	15¾	15⅜	15¾	+ ¼
12¼	7⅜	.80	Federal Motors		No sales today			
10½	7	.64	Fifth Avenue Bus		No sales today			
33⅛	21⅝	1.60	Firestone T. & R.	200	23⅞	23¾	23⅞	— ⅛
87⅞	79¾	6	do pf.		No sales today			
5½	3	....	Fisk Rubber	800	4	3⅞	4	+ ⅛
21	13	....	do 1st pf.	10	14	13⅝	13¾	— ¼
11⅜	5⅝	....	Gabriel Company		No sales today			
7¾	3½	....	Gardner Motor	300	4⅛	4	4⅛	....
95⅜	60⅛	1.60	General Electric	114,700	85⅛	83	84¼	+ 1¼
54¼	37½	*3	General Motors	40,000	49⅞	48⅝	48⅞	— 1⅛
131½	117½	7	do pf.	1,800	130	129⅝	129⅝	— ⅛
38	25⅛	*2	Glidden Co.	14,300	25¼	23½	24⅞	— ⅝
105½	98½	7	do pf.	10	97⅞	95	97⅞	....
58½	36	4	Goodrich	2,800	42	41¼	41¾	— ¼
104½	95⅝	7	do pf.	200	99	97⅝	97⅝	— 1⅞
96⅞	62	5	Goodyear T. & R.	2,800	86⅝	84⅜	84⅞	— 1⅛
102¼	90	7	do pf.		No sales today			
13⅜	8⅛	....	Graham-Paige Motor	800	9½	9¼	9½	....
17⅝	6¼	....	Hayes Body	500	11⅝	11¼	11⅝	+ ½
31	22	1.80	Hercules Motor		No sales today			
29	17½	2	Houdaille-Hershey B	4,400	22½	21⅝	22⅜	+ ⅞
62⅞	41⅝	5	Hudson Motor Car	1,000	45⅜	44¾	45⅛	+ ⅜
265⅞	171⅜	2	Hupp Motor Car	600	20⅜	19½	20⅛	— ⅜
17	5	....	Indian Motocycle	700	8⅞	8⅝	8⅝	— ⅛
7½	4¼	....	Intercon. Rubber		No sales today			
115¾	78⅜	2.50	Interna. Harvester	7,000	109¾	107½	107½	— ⅜
144½	140½	7	do pf.	100	143⅛	143⅛	143⅛	— ⅛
148⅜	98	3	Johns-Manville	2,500	114	111⅞	113	+ ⅛
5½	2	....	Jordan Motor Car	100	3¼	3¼	3¼	+ ¼
6⅛	3¼	....	Kelly-Springfield		No sales today			
42	20⅛	....	do 8s pf.		No sales today			
38⅞	22⅛	2	Kelsey-Hayes Wheel	1,100	33¾	33	33¾	— ½
11	6¼	....	Lee Rubber & Tire		No sales today			
45⅜	39	2.60	Link Belt		No sales today			
44⅞	28	2	Ludlum Steel	8,400	33	31½	33	+ 1⅞
88½	65⅛	6	Mack Trucks	1,500	70	68¾	69⅞	+ 1¼
55	39⅞	*2	Marlin Rockwell		No sales today			
30⅞	17¼	*2	Marmon	400	22⅞	22½	22⅞	....
5⅝	3	....	Martin-Parry		No sales today			
23¾	15⅛	2	Mengel	400	17⅛	16⅝	17	+ ½
77	53	2.50	Michigan Steel	1,800	77	75½	75⅞	— ⅝
53	32⅛	3	Midland Steel	1,300	39	36	39	+ 4
16½	3¾	....	Moon Motors	2,100	11½	10½	11⅛	+ ⅝
11⅝	4⅛	....	Moto Meter G. & E.	200	7	7	7	+ ⅛
81	50	2	Motor Products		No sales today			
34	26½	3	Motor Wheel Corp.	200	30	30	30	....
20¾	12⅞	....	Mullins Mfg.	600	17¾	16½	17⅜	+ ⅞
25¼	18	2	Murray Corp.	3,000	23	22½	22¾	+ ¼
58½	38½	6	Nash Motors	2,400	45	43⅝	43⅝	— ⅜
26¼	16⅞	1.50	National Acme		No sales today			
4	⅞	....	Norwalk T. & R.	600	1⅞	1⅞	1⅞	— ⅛
8¾	2¾	....	Omnibus Corp.	200	5¼	5¼	5¼	....
38⅞	29½	2.50	Otis Steel	1,600	30⅞	30¼	30⅞	+ ¾
23⅜	15⅜	1	Packard Motor Car	7,400	18½	18⅛	18⅛	— ⅛
26¼	12¼	1.50	Parmalee Transport	1,600	16¼	15⅝	16	....
14	6⅛	....	Peerless Motor Car	1,500	8⅝	8⅛	8⅛	+ ⅛
33	21½	....	Pierce-Arrow		No sales today			
82	69½	6	do pf.		No sales today			
27¼	21⅛	1.50	Pure Oil	4,100	24⅜	24	24¼	+ ⅛
58⅞	33	2.60	Raybestos Manhattan	3,600	42¾	41⅜	42¼	+ ⅜
14⅞	10⅛	.80	Reo Motors	1,100	11	10⅞	11	+ ¼
7½	4	....	Reynolds Spring	100	4½	4½	4½	....
14¼	9⅜	1.20	Seagrave	200	10⅛	10⅛	10⅛	— ⅛
25½	20⅛	1.40	Shell Union Oil	3,900	22½	22⅛	22¼	— ⅛
32	21⅝	2	Sinclair Oil	14,200	28¾	28⅛	28⅛	....
30½	13⅛	1	Sparks-Withington	700	24¼	23¾	24¼	+ ½
36½	21½	....	Spicer Mfg. Co.	700	24	23½	24	+ ¼
45⅛	39¼	3	do pf.		No sales today			
75	55½	2.50	Stand. Oil of Cal.	7,700	72⅞	71⅝	72	....
84⅞	58	*1	Stand. Oil of N. J.	111,500	81⅜	80	80½	— ⅜
40⅜	31¼	1.60	Stand. Oil of N. Y.	14,800	37½	36⅞	37	— ⅜
47	25⅜	1	Stewart-Warner Spd.	500	28½	28	28	....
47¼	35⅛	4	Studebaker Co.	700	37⅜	36½	36½	— ⅝
125	116	7	do pf.	10	122	122	122	+ ¾
47½	36½	3.60	Thompson Products	300	41	41	41	....
21¼	14½	.80	Timken Detroit Axle		No sales today			
89¼	70¾	3	Timken Roller Bear	1,400	77⅜	76⅛	76⅛	— ⅜
413¾	305⅜	2.50	Trico		No sales today			
139⅜	84½	*6	U. S. Ind. Alcohol	1,700	93⅞	93	93½	+ ¼
35	21¼	....	U. S. Rubber	900	29¼	29	29¼	— ⅛
63⅞	47	....	do 1st pf.	100	53	53	53	....
27	16⅝	1	Warner Quinlan	8,700	18¾	18¼	18⅜	— ⅛
52	40⅜	2	Westinghouse A. B.	500	44⅞	44⅜	44½	....
43	31	2	White Motors	300	36⅜	35¾	35¾	— ¼
34¼	27	2.50	Wilcox Rich A		No sales today			
27¾	19¼	2	do B	800	24⅜	24	24	+ ⅛
11	7⅜	....	Willys-Overland	1,400	8¼	8	8¼	— ⅛
85	67¼	7	do pf.		No sales today			
77	50	4	Yale & Towne	1,300	50	46	46	— 5
32¾	12¾	....	Yellow Tr. & C. B.	20,000	29½	28¼	28¾	— ¼
105	72	....	do pf.		No sales today			
47	36½	3	Young (L. A.) S. & W.	100	38½	38½	38½	+ ¼

*And extra. †And 6 per cent. in stock. ‡And stock.